

1997 Editorial INDEX

This index of volumes 185 and 186 of *AMERICAN NURSERYMAN* covers all feature articles, as well as the CyberGuide, Field Notes, Labor Watch, News Watch, Pest Control and Research departments. Articles are indexed by subject starting here, and by author starting on page 72. We hope you find the index useful in reviewing past articles of *AMERICAN NURSERYMAN*.

For copies of any article or a back issue, call the subscription department at (800) 621-5727; in Illinois, dial (312) 782-5505. The cost is \$5 per issue mailed in the US, \$6 per issue to Canada and \$7 per issue for all others. Articles in *AMERICAN NURSERYMAN* are also available on microfiche through University Microfilms International and can be found in many university libraries. UMI may be contacted at (800) 521-3044.

compiled by KEVIN E. MANZEL

ARBORETA (see BOTANICAL GARDENS/ARBORETA)

ASSOCIATION ACTIVITIES

American Association of Nurserymen to Vote on Name Change. *AAN* will be voting at its convention this summer on whether to change its name to the American Nursery & Landscape Association. July 1, page 10

ANLA Elects Officers, Presents Awards at Convention. Sept. 15, page 18

Association Enhances Arlington Cemetery. Volunteers representing the Professional Lawn Care Association of America participated in a landscape-enhancement project for Arlington National Cemetery. News brief. April 15, page 14

Cultivating Compliance. Nursery professionals with seasonal work forces are feeling the intense pressure of government labor-law enforcement. Some associations are forming to help growers avoid legal pitfalls. Kevin E. Manzel. Nov. 15, page 51

Dramatic Changes Lead to an Uncertain Future at BPI. The future of BPI is uncertain after months of sweeping changes, including the cancellation of its annual trade show, the termination of its CEO and the pending sale of its building. Dec. 1, page 16

Florida Landscapers Team Up for New FNGA Building Project. More than 30 area landscapers, nurseries and suppliers help FNGA's beautification project at no cost to the association. June 15, page 12

Georgia Association Creates Rare Sales Division. To increase the perceived value of its members' products and services, the Georgia Green Industry Association has created a sales and marketing division. April 15, page 18

HRI's New Agenda. The Horticultural Research Institute will be shifting its research efforts toward mechanization and labor issues. Jim Van Dellen. Sept. 15, page 26

Hawaii Export Nursery Association Gains More Ground. *HENA* battles to lower commercial air cargo costs and export more tropical ornamental potted plants. April 1, page 12

Media Campaign Supports Gardening Program for the Needy. The Garden Writers Association of America started the Plant a Row program in 1995 to produce food for the hungry. July 15, page 22

Pilot Speakers Program Debuts. The Professional Lawn Care Association of America, RISE and golf course superintendents launch new speaker program. News brief. Feb. 15, page 12

Restructuring of PPGA Results in Name Change, New Affiliation. The Professional Plant Growers Association has changed its name back to Bedding Plants International. June 15, page 14

SNA Expands Trade Show to Serve Retailers. July 15, page 21

Texas Green Industry Closer to Forming One Association. The Texas Association of Nurserymen and the Texas Association of Landscape Contractors may unite by fall. May 15, page 20

BOTANICAL GARDENS/ARBORETA

Arboretum Distributes \$1 Million Grant to Improve Communities. Nebraska Statewide Arboretum receives \$1 million grant. Feb. 15, page 14

Botanic Garden Teams Up with Hotel. The Atlanta Botanical Garden is participating in a promotion targeting exotic-flower enthusiasts at The Ritz-Carlton, Atlanta. News brief. Aug. 15, page 12

Cheyenne Botanic Gardens Celebrates 20 Years with New Plan. Cheyenne Botanic Gardens' 20-year plan is designed to increase its involvement in the community. July 15, page 20

Chicago Botanic Garden Offers Ornamental-Plant Classes. Oct. 15, page 14

1997 Editorial INDEX

This index of volumes 185 and 186 of *AMERICAN NURSERYMAN* covers all feature articles, as well as the CyberGuide, Field Notes, Labor Watch, News Watch, Pest Control and Research departments. Articles are indexed by subject starting here, and by author starting on page 72. We hope you find the index useful in reviewing past articles of *AMERICAN NURSERYMAN*.

For copies of any article or a back issue, call the subscription department at (800) 621-5727; in Illinois, dial (312) 782-5505. The cost is \$5 per issue mailed in the US, \$6 per issue to Canada and \$7 per issue for all others. Articles in *AMERICAN NURSERYMAN* are also available on microfiche through University Microfilms International and can be found in many university libraries. UMI may be contacted at (800) 521-3044.

compiled by KEVIN E. MANZEL

ARBORETA (see BOTANICAL GARDENS/ARBORETA)

ASSOCIATION ACTIVITIES

American Association of Nurserymen to Vote on Name Change. *AAN* will be voting at its convention this summer on whether to change its name to the American Nursery & Landscape Association. July 1, page 10

ANLA Elects Officers, Presents Awards at Convention. Sept. 15, page 18

Association Enhances Arlington Cemetery. Volunteers representing the Professional Lawn Care Association of America participated in a landscape-enhancement project for Arlington National Cemetery. News brief. April 15, page 14

Cultivating Compliance. Nursery professionals with seasonal work forces are feeling the intense pressure of government labor-law enforcement. Some associations are forming to help growers avoid legal pitfalls. Kevin E. Manzel. Nov. 15, page 51

Dramatic Changes Lead to an Uncertain Future at BPI. The future of BPI is uncertain after months of sweeping changes, including the cancellation of its annual trade show, the termination of its CEO and the pending sale of its building. Dec. 1, page 16

Florida Landscapers Team Up for New FNGA Building Project. More than 30 area landscapers, nurseries and suppliers help FNGA's beautification project at no cost to the association. June 15, page 12

Georgia Association Creates Rare Sales Division. To increase the perceived value of its members' products and services, the Georgia Green Industry Association has created a sales and marketing division. April 15, page 18

HRI's New Agenda. The Horticultural Research Institute will be shifting its research efforts toward mechanization and labor issues. Jim Van Dellen. Sept. 15, page 26

Hawaii Export Nursery Association Gains More Ground. *HENA* battles to lower commercial air cargo costs and export more tropical ornamental potted plants. April 1, page 12

Media Campaign Supports Gardening Program for the Needy. The Garden Writers Association of America started the Plant a Row program in 1995 to produce food for the hungry. July 15, page 22

Pilot Speakers Program Debuts. The Professional Lawn Care Association of America, RISE and golf course superintendents launch new speaker program. News brief. Feb. 15, page 12

Restructuring of PPGA Results in Name Change, New Affiliation. The Professional Plant Growers Association has changed its name back to Bedding Plants International. June 15, page 14

SNA Expands Trade Show to Serve Retailers. July 15, page 21

Texas Green Industry Closer to Forming One Association. The Texas Association of Nurserymen and the Texas Association of Landscape Contractors may unite by fall. May 15, page 20

BOTANICAL GARDENS/ARBORETA

Arboretum Distributes \$1 Million Grant to Improve Communities. Nebraska Statewide Arboretum receives \$1 million grant. Feb. 15, page 14

Botanic Garden Teams Up with Hotel. The Atlanta Botanical Garden is participating in a promotion targeting exotic-flower enthusiasts at The Ritz-Carlton, Atlanta. News brief. Aug. 15, page 12

Cheyenne Botanic Gardens Celebrates 20 Years with New Plan. Cheyenne Botanic Gardens' 20-year plan is designed to increase its involvement in the community. July 15, page 20

Chicago Botanic Garden Offers Ornamental-Plant Classes. Oct. 15, page 14

The Dallas Arboretum Gives Its Visitors the World — in Plant Form. The arboretum has created plant displays depicting scenes from around the world. July 15, page 18

J.C. Raulston Honored with NCSU Arboretum Name Change. The North Carolina State University Arboretum, Raleigh, was renamed the J.C. Raulston Arboretum at NC State University to honor its late director. June 1, page 18

Kew Gardens Comes to North America. The Royal Botanic Gardens at Kew, located outside London, has chosen AmericasMart, Atlanta, as a wholesale partner in order to establish a presence in North America. News brief. July 15, page 16

The Morton Arboretum Maps Out 25-Year Plan, Celebrates 75 Years. May 1, page 14

Public Responds to Arnold Arboretum Appeal. The Arnold Arboretum of Harvard University has received \$130,000 in donations after a spring snowstorm. News brief. Sept. 15, page 12

CHRISTMAS (see OFF-SEASON STRATEGIES)

COMPOSTING

Landscapers Make Most Use of Compost, According to Survey. Feb. 15, page 16

Study Shows Compost Enhances Disease Resistance. April 1, page 8

COMPUTERIZATION (see also ON-LINE INFORMATION)

Dirr's CD-ROM Assists Professionals and Students Alike. *CyberGuide*. Jennifer Jaros. June 1, page 8

How to Buy Computer Advice and Consulting. Good preplanning and active oversight can help you avoid a number of costly traps when hiring a computer consultant. Phillip M. Perry. July 1, page 86

New Software Keeps Companies On Track. *CyberGuide*. Martin P. Waterman. Feb. 1, page 8

Protect Valuable Information with Targeted Tools. Here are a few issues to consider when building up your company's computer system. *CyberGuide*. Martin P. Waterman. May 1, page 8

CONTESTS/AWARDS

ANLA Seeks Nominations for Industry Awards. Dec. 1, page 21

Annals Receive 1998 All-America Selections Award. Impatiens 'Victorian Rose' and Petunia 'Prism Sunshine' receive 1998 AAS Bedding Plant Award. Oct. 1, page 14

FloraStar Accepting Applications for Spring 1998 Trials. June 15, page 14

Grants Help Make California Beautiful. A total of \$100,000 in grants was awarded to 34 nonprofit groups for tree-planting projects in California. News brief. April 15, page 16

Massachusetts Gives Grants to Save 'Heritage Trees.' The Massachusetts Department of Environmental Management distributed \$50,300 in federal funds under its new Heritage Trees grant program. News brief. Aug. 15, page 12

McKay Nursery Receives National Business Award. McKay Nursery Co. was one of only four companies nationwide to receive the 1996 Business Enterprise Award. Aug. 1, page 12

Perennial Plant Association Honors Salvia. 'May Night' salvia is the 1997 Perennial Plant of the Year. Feb. 15, page 16

Plants of the Year. Nursery professionals can capitalize on the publicity surrounding plant award winners by growing and selling the outstanding selections. Here is a sampling of the 1998 picks. Leah Bocanegra. Dec. 15, page 92

A Prince of a Perennial. Norfolk Lavender Ltd., a lavender grower and distiller based in Norfolk, England, has been awarded the right to display the Royal seal of approval.

News brief. April 15, page 14

Prize-Winning Picks. Here are some state and national associations' 1997 award-winning plants. Hillary Altruke. May 15, page 46

Putting the Garden Back Into Landscapes. A new awards program sponsored by the National Landscape Association puts its emphasis where some say it should always be — on plants. Renée M. Robbins and Kirk R. Brown. April 1, page 24

The Scott Arboretum Seeks Award Nominees. News brief. Sept. 1, page 12

Thuja plicata 'Emerald Cone' Named Plant of the Year. The University of California Agricultural Extension Service's Master Gardeners program has named *Thuja plicata* 'Emerald Cone' its 1997 Plant of the Year. Aug. 1, page 14

Two Daylilies Earn 1998 All-American Honors. Sept. 1, page 14

CRIME/FRAUD

Central Park Quercus, Tilia Latest Victims of 'Arborcide.' News brief. Jan. 15, page 12

Oregon Fines Pesticide Violators. Oregon Department of Agriculture issues fines against pesticide-label violations. Jan. 1, page 18

Oregon Issues Fines for Pesticide Violations. Pest Control brief. April 15, page 10

Oregon Seed Company Faces Civil Penalty. News brief. July 15, page 16

EDUCATION/TRAINING (see also PROFESSIONAL CERTIFICATION)

Oregon Nurseries Hold Employee Classes. Several Oregon nurseries have implemented on-site educational classes for their employees in conjunction with community colleges. June 1, page 20

A Valid ID. The ability to identify plants on sight is essential for both industry certification and success as a nursery professional. With time and the proper tools, you can teach yourself how to recognize plants

quickly and easily. Dr. Reeser C. Manley. Nov. 15, page 43

EMPLOYEE ISSUES/MANAGEMENT

1996 OSHA Inspection Numbers Reach Record Low. March 15, page 12

The ABCs of HMOs. The right HMO can cut your company's health care costs, but you must research your options to find the best one for you and your employees. Phillip M. Perry. March 15, page 54

California, Oregon Increase Minimum Wage. News brief. Jan. 1, page 14

Confronting the No-Show. Employee absenteeism is a costly problem that business owners need to handle quickly, concretely and consistently. Phillip M. Perry. Jan. 15, page 89

Don't Ask, Won't Tell. Knowing the 10 things your lawyer may not tell you can save you money, time and surprises. Fred S. Steingold. Feb. 15, page 59

The How-to of Employee Handbooks. Employee handbooks are an effective way for businesses to outline their policies and safeguard against employee lawsuits. Fred S. Steingold. March 15, page 52

Identifying and Lowering Labor Costs. Labor Watch. Jansen Chazanof. Dec. 1, page 8

Increase Productivity — Eliminate Costs. Labor Watch. Jansen Chazanof. Sept. 1, page 10

Labor Costs and Your Bottom Line. Labor Watch. Jansen Chazanof. Oct. 1, page 8

Making the Work Force Work for Us. Labor Watch. Jansen Chazanof. Nov. 1, page 12

Negative Impact. Turn employee attitudes from sour to sweet with these tips. Phillip M. Perry. Aug. 15, page 91

Part-Time Workers Can Sue Employers for Job Bias. The US Supreme Court unanimously ruled that under the federal job-discrimination law, part-time or seasonal help have the right to sue their employer for job bias. News brief. March 15, page 13

The Power of Productivity: Designing Work. Observe and chart the operations and tasks of your company to understand better how to become more efficient and meet both financial and customer needs. Labor Watch. Jansen Chazanof. Aug. 1, page 8

Power to the People. By empowering your employees and building a team-based company, you can retain valuable workers, improve productivity and create a comfortable business environment. Leil Lowndes. May 1, page 70

The Sticks and Stones of Competition. Defaming the competition won't bring you customers — but it can bring you into court. Phillip M. Perry. Feb. 15, page 56

Success is Spelled V-O-L-U-N-T-E-E-R. Effectively managing volunteers can raise your company's profile in both the civic and business community. Donald W. Jackson. Nov. 1, page 28

Wisconsin Wal-Mart Employees Vote Down Union. News brief. Oct. 15, page 10

ENDANGERED PLANTS

Atlanta Horticulturists Try to Save Endangered Stinking Cedar. Feb. 1, page 19

A Fight to Save England's Hedgerows. Advocates in England lobby Parliament to amend a 1995 environmental law to protect hedgerows. March 1, page 14

Two Institutions Join Forces for Endangered Plants. Chicago Botanic Garden in Glencoe, IL, and The Morton Arboretum in Lisle, IL, join forces for endangered plants. Jan. 15, page 18

ENVIRONMENT

1 Million Acres of Wetlands Disappear. News brief. Dec. 1, page 16

Aquatic Weeds Threaten Oregon. Two aquatic weed genera — Hydrilla and Spartina (cordgrass) — are running rampant in Washington and California and are threatening to invade Oregon. April 15, page 16

Are Land Exchanges Good for the Environment? A clause in the 1976 Federal Land Policy and Management Act is being challenged by environmentalists claiming some companies barter to bypass environmental regulations. April 1, page 17

Colombia Sets Record for Speedy Tree Planting. The Colombian city of Cali set a record by planting 10,000 trees in one minute. June 15, page 14

Florida Program Encourages Environmentally Friendly Gardens. Oct. 15, page 10

Planting Poplars Might Help Cut Pollution in Kansas. Planting trees near a leaking landfill in Kansas could reduce pollution levels and cut cleanup costs. Feb. 15, page 14

Release of Toxic Chemicals Drops by Half. News brief. July 15, page 16

USDA Consolidates Conservation Programs. The USDA is developing the Environmental Quality Incentive Program to address natural resource needs and objectives for growers and agricultural producers. June 15, page 13

US Plants Trees to Fight Water Pollution. The US government has started planting trees to control runoff from farm fields in an effort to reduce water pollution. News brief. Dec. 15, page 12

EQUIPMENT/SUPPLIES

Buying High-Quality Stock. Here's how to ensure the trees you purchase are high-quality planting stock. Dr. Danny L. Barney. June 1, page 36

New Products Showcase. Technology and conservation are two themes found throughout this roundup of new products for growers and landscapers. Jim Van Dellen. July 1, page 38

Print as You Plant with Automatic Labeling. On-demand and automatic container labeling has decreased labor requirements for this

wholesale grower. Dick Olhava. Sept. 15, page 58

Taming the Inventory Dragon. Automated data collection and bar-code technology were the keys to one nursery's battle to track its plant stock. A. Bates. July 1, page 52

Toyota Industrial Equipment Celebrates 30 Years. Aug. 1, page 14

Tractor Companies Unite to Encourage Safety. Oct. 15, page 12

EXTENSION SERVICES

Pilot Project Teaches Environmentally Sound Pest-Management Practices. National Association of County Agricultural Agents will conduct a national pilot program for urban-county extension agents. Jan. 1, page 18

FERTILIZERS/PLANT NUTRITION

Let the Nutrients Flow ... Slowly. Slow-release and controlled-release fertilizers deliver nutrients at varying rates, and knowing what affects those rates can help growers produce healthier container plants. Raul I. Cabrera. March 1, page 32

Washington State Tackles Industrial Byproducts in Fertilizers. Dec. 15, page 16

FIELD NOTES

Acer ginnala. Joe Scianna. July 15, page 114

Acer triflorum. C. Dwayne Jones. Oct. 1, page 138

Aralia spinosa. Dr. Mike Schnelle. April 1, page 122

Begonia grandis subsp. *evansiana*. Angelo Randaci. Dec. 1, page 90

Campsis grandiflora 'Morning Calm'. Hubert P. Conlon. May 15, page 94

Carpinus caroliniana. Jean Ferdinandson. July 1, page 118

Cephalanthus occidentalis. Dr. Mike Schnelle. Sept. 15, page 102

Clethra barbinervis. Tim Wood. May 1, page 98

Daphne mezereum. Kris S. Jarantowski. Feb. 15, page 90

Dictamnus albus. Nancy Rose. April 15, page 102

Elsholtzia stauntonii. Kris S. Jarantowski. Dec. 15, page 130

Enkianthus cernuus var. *rubens*. Brian L. Upchurch. June 15, page 90

Gentiana asclepiadea. Michael E. Ecker. Nov. 15, page 86

Geranium wlassovianum. Dorothy J. Pellett. March 15, page 90

Gordonia lasianthus. Robert F. Brzuszek. June 1, page 94

Ilex opaca 'Brilliance'. Richard A. Larson. Aug. 1, page 90

Magnolia macrophylla subsp. *ashei*. Robert F. Brzuszek. Nov. 1, page 130

Myrica pensylvanica. Terry Schwartz. Oct. 15, page 86

Populus balsamifera. Terry Schwartz. Feb. 1, page 106

Primula kisoana. Norman C. Deno. March 1, page 94

Quercus macrocarpa. Joe Scianna. Jan. 15, page 130

Sphaeralcea coccinea. Jim Borland. Aug. 15, page 122

Ulmus 'Urban'. Michael E. Ecker. Jan. 1, page 118

Wisteria macrostachys. Kris S. Jarantowski. Sept. 1, page 102

FINANCIAL ISSUES/MANAGEMENT

All in the Family. An Arthur Andersen survey reveals many family-owned businesses will soon be changing ownership, yet they may not be prepared for the ensuing financial obligations. Kevin E. Manzel. Oct. 1, page 28

Planning for the Future. Setting up a living trust will help your family save time and money when settling your estate. Fred S. Steingold. Oct. 1, page 99

Profitable Giving. By donating time, money or space to a charity, your business can attract new customers and increase profits while helping a worthy

cause. Richard G. Ensmann Jr. April 1, page 91

A Taxing Relationship. There are several tax advantages to being a nursery owner with a spouse as a partner or co-worker. The following loopholes may change how you file your next tax return. Mark E. Battersby. Dec. 1, page 56

GARDEN CENTERS (see RETAILING)

GARDENING TRENDS

Gazing Globes Come Back in Vogue. Reflecting orbs, made of glass and painted with iridescent colors, have rapidly gained in popularity since 1990. March 15, page 12

GENETICS

First Tree Clone Gets New Home. Memorial Park Arboretum & Gardens, Appleton, WI, has become the new home of the first cloned tree, *Populus tremuloides*. News brief. Aug. 1, page 12

What Makes Double Flowers Double? Mutations in specific control genes are resulting in showier and often sterile versions of well-known ornamentals. Dr. Michael Marcotrigiano. Feb. 15, page 46

GROWING

Ball Vigor Index Rating Process Receives Patent. News brief. Dec. 1, page 16

Outward Bound. The loss of terminal buds on certain trees can be attributed to an innate mechanism that results in a broader crown, lateral growth and an enhanced ability to survive. Willet N. Wandell. April 1, page 56

The Practicality of Pot-In-Pot. By minimizing stress on roots and allowing for easy plant removal from the field, pot-in-pot production offers many advantages to growers. Dr. John M. Ruter. Jan. 1, page 32

The Retractor Factor. Retractable-roof greenhouses are said to improve growing conditions, reduce labor and produce hardier plants. Jim Van Dellen. Sept. 1, page 24

Six Annuals Added to Ball Seed-Quality Testing Program. June 15, page 18

A Symbiotic Gesture. By using mycorrhizal fungi, growers can increase woody plant growth and tolerance to environmental stresses. Dr. Donald H. Marx. March 15, page 40

To Bag or to Pot? Research at a Florida nursery compares the economic benefits and costs of bag-to-pot and pot-in-pot production methods. Dr. John J. Haydu. April 15, page 40

HARDSCAPES

Brick by Brick. Brick sculptors can be a valuable asset to landscape architects and contractors by providing unique hardscape structures that enhance landscape designs. Rebecca G. Davis. Dec. 1, page 51

Selling Statuesque Scenery. By carrying unique, upscale garden ornaments, you can attract new customers, inspire landscapers and ultimately increase your sales. Susan S. Barton. Jan. 15, page 68

Turning to Stone. Here are step-by-step instructions for making hypertufa troughs and other simulated-stone containers. Patti Chambers. Aug. 15, page 53

HERBICIDES/FUNGICIDES/PESTICIDES (see also PEST/DISEASE CONTROL)

Added Dimension Approved for Herbicide. Dimension is approved for use with more than 150 ornamentals. Pest Control brief. Oct. 1, page 12

California EPA Approves BotaniGard ES. Mycotech Corp.'s mycoinsecticide is approved. Pest Control brief. Sept. 15, page 10

California EPA Permits Use of Miticide, Herbicide. Pest Control brief. June 1, page 12

Chemical Company Partners With Nonprofit Groups. AgrEvo Environmental Health has joined forces with two Habitat for Humanity affiliates. News brief. Sept. 1, page 12

Chemical Labels Changed for Consumer Awareness. The Solaris Group is partnering with the EPA's Consumer Labeling Initiative to make the labels on its lawn and garden products more consumer friendly. Nov. 15, page 12

DowElanco Introduces Conserve SC. DowElanco announces that Conserve SC has received an accelerated registration for sale in the US. Pest Control brief. July 15, page 14

Duraplex Insecticide Now Available. Pest Control brief. Nov. 1, page 8

Echo OK'd in California. Sostram Corp.'s fungicide approved for use in CA. Pest Control brief. April 1, page 8

Emergency Spill Response Kits Available. Green Stuff Absorbent Products Inc., Cuyahoga Falls, OH, offers kit. Pest Control brief. May 15, page 10

Environmentally Safe Herbicide Discovered in Cornmeal. News brief. Jan. 15, page 14

EPA Grants Rose Growers WPS Exemption. Pest Control brief. March 15, page 10

EPA Registers Marathon WP. Systemic insecticide receives federal registration. Pest Control brief. April 1, page 8

Fungal Protection Package Available. W.A. Cleary Chemical Corp., Dayton, NJ, introduces DrenchPak. Pest Control brief. April 15, page 10

Fungi Provide New Breeds of Fungicides. BASF Corp. is developing a class of fungicides that contain fungi. Pest Control brief. Nov. 15, page 12

Fungicide to be Jointly Developed. Tomen Agro Inc. and Bayer Corp. sign agreement to register and market new fungicide. Pest Control brief. June 1, page 12

Growers Given an Advantage Over Grassy Weeds. BASF Corp. introduces Vantage herbicide to use on 350 varieties of plants. Pest Control brief. July 15, page 14

Low-Toxicity Insecticides Kill White Grubs. Jan. 15, page 9

Minimizing the Pesticide Exodus. Research shows that several factors affect a pesticide's presence in runoff from container nurseries. Jeanne Briggs and Dr. Ted Whitwell. June 1, page 58

Minnesota Pesticide Collection Reaches New High. Pest Control brief. Oct. 1, page 12

Nemasys Nematodes Target Fungus Gnats. The Geiger Companies are granted rights to market and distribute the biological product. Pest Control brief. Aug. 1, page 10

Novartis Offers Fungicide, New Insecticide Formulation. Novartis Offers Banner Maxx fungicide and a new formulation of diazinon. Pest Control brief. June 15, page 10

Open Burning Banned in Minnesota. Burning of pesticide containers banned in MN. Pest Control brief. June 15, page 10

Pesticide Information Network Established. Oregon State University launches National Pesticide Telecommunications Network. Pest Control brief. May 15, page 10

Pesticide Oil Now Available in Smaller Size. Sun Co. Inc. adds 1-pint size of Ultra-Fine oil. Pest Control brief. Aug. 15, page 10

Pesticide Storage Cabinets Available. Pest Control brief. May 1, page 10

Pesticide Tracking Software Available. Virtex Corp. offers Acropolis software. Pest Control brief. June 15, page 10

Pipron Fungicide Label Revised. The new label allows Pipron's use on greenhouse-grown ornamentals. Pest Control brief. Oct. 1, page 12

The Problems of Nontarget Herbicide Injury. Are your landscape plants showing signs of poor health? If so, they could be victims of nontarget herbicide injury. Laurie J. Smith. May 1, page 49

ProStar Fungicide Approved in California. *Pest Control brief.* July 15, page 14

Roundup May Treat Cancer in Humans. *The widely used herbicide Roundup may be an effective cancer-fighting agent. News brief.* April 15, page 16

SePro Signs Marketing Agreement for Decree. *Pest Control brief.* Aug. 15, page 10

Sostram Expands Fungicide Line. *Sostram Corp. introduces Echo 75 WDG Turf and Ornamental Fungicide. Pest Control brief.* Sept. 15, page 10

Wisconsin Offers Automated Certification Information. *The Wisconsin Department of Agriculture, Trade and Consumer Protection and the University of Wisconsin extension has PACS phone service. Pest Control brief.* April 1, page 8

IMMIGRATION (see also EMPLOYEE ISSUES/MANAGEMENT)

New Employment- Authorization Document Now Being Issued. *Pest Control brief.* Sept. 1, page 16

US Panel Recommends Breaking Up INS. *News brief.* Oct. 1, page 14

INSURANCE ISSUES

Alternative to Federal Crop Insurance Caters to Field Growers. *May 15, page 17*

Ensuring Your Insurer Will Pay. *Don't let insurance disputes add to the trauma of a catastrophic loss. Fred S. Steingold.* Sept. 15, page 72

Insurance Costs Dropped in 1995. *The Cost of Risk Survey reported that insurance costs declined due in part to decreased workers' compensation costs.* March 15, page 13

Limiting Design Liability. *Landscape designers, architects and contractors can reduce their risk for costly lawsuits by securing professional liability insurance and using risk-management techniques. Troy D. Sibelius.* Sept. 1, page 73

USDA Transfers Catastrophic Crop Insurance to Private

Companies. *Aug. 15, page 12*

INTEGRATED PEST MANAGEMENT (IPM)

Au Naturelle. *Greenhouse growers are turning away from chemical controls and incorporating more environmentally friendly elements into their pest-management programs. Hillary Altekruze.* Sept. 1, page 32

Giant Whitefly Spreads on West Coast. *As part of a control effort, officials release a type of parasitic wasp.* May 15, page 10

Gypsy Moth Populations Crash While Predatory Fungus Spreads. *May 1, page 10*

Imported Beetle to Defend Florida Everglades from Invasive Threat. *June 15, page 10*

Improving IPM. *Implementing proper cultural practices can enhance integrated pest management programs and greatly reduce pest and disease problems. Steve Sullivan.* Oct. 15, page 24

IPM Information Available to Pennsylvania Growers. *Pest Control brief.* Sept. 15, page 10

IPM Organization Offers Pest Control Directory. *Pest Control brief.* July 1, page 8

Italian Duo Help Control Musk Thistle. *Researchers use two insects to control an invasive weed.* July 1, page 8

Making Biological Controls Work for You. *Biological controls can be an effective part of a pest-management program. Dr. Frederic Miller.* Feb. 1, page 10

USDA Releases Flies to Combat Fire Ants. *Pest Control brief.* Aug. 15, page 10

INTERNATIONAL BUSINESS

Australian Nursery Cooperative Rewards Innovative Marketing Ideas. *July 15, page 16*

Britain's Nursery Industry Not Harmed By Drought. *Despite its worst dry spell since 1751, Britain has seen its nursery business boom recently.* June 15, page 13

The Expanding Marketplace. *Modern technology and a desire for American plants has allowed several US nursery professionals to sell their products abroad. Leah Bocanegra.* Sept. 15, page 38

German Green. *The German nursery industry faces similar challenges as the US industry, but strong import and export activity keeps it a major force in the worldwide marketplace. Werner J. Reinartz.* Oct. 15, page 43

INVASIVE PLANTS

Regulation and Predators Combat Purple Loosestrife Expansion. *Sept. 15, page 10*

IRRIGATION/WATER CONSERVATION

Making Your Bed. *Capillary sandbeds keep containerized plants watered efficiently and evenly. Dave G. Adams, Sven E. Svenson and Robert L. Ticknor.* Jan. 15, page 60

Researchers Prepare to Introduce New Irrigation System. *USDA-Agricultural Research Service scientists have developed an irrigation system that will more efficiently supply nurseries, landscapes and home gardens.* June 15, page 14

Slow and Steady. *Subirrigation of container-grown nursery crops holds many advantages over other irrigation systems. Sven E. Svenson, Dave G. Adams and Robert L. Ticknor.* Jan. 15, page 50

Soft Water Stories. *A controversial magnetic device may be an environmentally sound alternative to salt-based water softeners for irrigation systems. Jim Van Dellen.* Aug. 1, page 28

LANDSCAPE BUSINESS

ALCA Releases New Wage and Benefit Survey. *April 1, page 14*

California Association Fights for Landscape-Contractor Licensing. *The California Landscape Contractors Association is lobbying state officials to prevent general building contractors from contracting work in the landscaping trade.* Aug. 15, page 16

Landscape 2000. *Here are one landscape professional's landscape predictions for the 21st century. Gary W. Knox.* Oct. 1, page 80

Preventing Green-Industry Lawsuits. *Common sense and careful interaction with customers can keep you out of the courtroom. Randall S. Stamen.* Sept. 15, page 69

LANDSCAPE DESIGN/INSTALLATION

Bridging the Island Kauai. *A 2-acre, European water feature on the island of Kauai was transformed into a lush, tropical setting. Jim Van Dellen.* Sept. 15, page 42

Building a Majestic "Moat." *Cobblestone pathways and vibrant perennials bring some Old World charm to a Midwest residence in this Superior Site. Jennifer Jaros.* April 1, page 70

Building an Oasis. *Colors, shapes and textures blend to honor the desert at this Arizona Superior Site. Jennifer Jaros.* Nov. 15, page 30

Design of the Times. *Landscape designers are trading in their T squares and pencils for computer mice and monitors as landscape-design software becomes a time-saving and profitable tool for the industry. Leah Bocanegra.* April 1, page 36

Fire-Safe Landscaping Saves Homes. *California wildfires didn't destroy several homes because of fire-safe landscaping. News brief.* Jan. 1, page 14

Garden Cathedral. *A Pennsylvania church garden captures the essence of a cathedral in this Superior Site. Beth L. Gainer.* May 15, page 56

A Little Bit Country. *Rhythms to please the eyes and ears abound at this Tennessee Superior Site. Leah Bocanegra.* Jan. 15, page 76

Mount Rushmore Revisited. *Landscape architects and designers tried to maintain the natural balance between the Black Hills and new visitor-center structures at this*

Superior Site. Jim Van Dellen. July 15, page 72

Oregon Garden Celebrates Groundbreaking. *Construction has begun on the 240-acre Oregon Garden project. News brief.* Sept. 15, page 12

Success Begins Belowground. *Understanding woody-plant root systems and how they affect the success of transplanted specimens will help you sell and install them. J.R. Thompson.* Jan. 15, page 45

A Tale for All Seasons. *A landscaper recounts a fictional narrative to describe the transformation of a Pennsylvania garden that incorporates the remains of an old, stone barn. Kirk R. Brown.* Oct. 15, page 20

Teaching an Old Landscape New Tricks. *Using a process to identify and incorporate established features provides designers with more opportunities than problems. David Sauter.* Sept. 1, page 46

Transforming the Landscape From Flat to Fabulous. *Structural plants can add height and presence to landscapes both large and small. Judy Newton.* Aug. 15, page 66

LANDSCAPE MAINTENANCE

Pulp Fiction. *Knowing the facts — and not the myths — can help nursery professionals provide effective tree care. John Begeman.* Nov. 1, page 64

Secret Agents. *Trees and shrubs may show damage that appears to be from insects or disease, when it is actually caused by mechanical, chemical or physical agents. Gary R. Johnson.* Aug. 15, page 57

LEGISLATION/REGULATION, NATIONAL

ANLA Hosts Legislative Conference on Capitol Hill. *Nov. 1, page 16*

Bill Levels Playing Field for Home-Based Businesses. *The Home-Based Business Fairness Act of 1997 aims to strengthen and clarify the tax rights of home-based businesses. July 1, page 16*

Clinton Signs Balanced Budget Amendment Agreement. *News brief.* Oct. 15, page 10

Comp Time Bill Clears House. *The House of Representatives passed a bill that would allow hourly workers to choose time off in lieu of overtime pay.* May 15, page 14

Compensatory Time, Regulatory Reform to Receive Congressional Attention. *Balancing the federal budget, compensatory time, regulatory reform and health-care reform are among the issues to be addressed by Congress.* April 1, page 16

Growers Association Loses Q-37 Fight. *Professional Plant Growers Association loses fight to change Q-37 that regulates the importation of nursery stock. News brief.* Jan. 1, page 16

House Introduces Agricultural Guest Worker Bill. *Oct. 15, page 12*

House Rejects Bill to Soften Endangered Species Act. *July 1, page 17*

Labor Laws and Obligations. *Part I: Random reviews are on the rise in the nursery industry as the US Department of Labor is closely monitoring compliance with the Fair Labor Standards Act. Dr. James S. Holt.* July 1, page 32

Labor Laws and Obligations. *Part II: The rules governing migrant and seasonal workers are complex, requiring nursery professionals to be continuously attentive to compliance. Dr. James S. Holt.* July 15, page 78

Labor Laws and Obligations. *Part III: The Immigration Reform and Responsibility Act of 1996 puts pressure on employers and employees to follow government guidelines. Dr. James S. Holt.* Aug. 1, page 58

Migrant and Seasonal Worker Rules Challenged by House Bill. *Sept. 1, page 14*

Nursery Association Execs Lobby for Guest Worker Bill. *May 15, page 18*

HMMM... THE
SMITH'S FOR AZALEAS AND
HOSTAS, OR THE JONES' FOR
THE ALL YOU CAN
EAT BUFFET?

Deer
Damage a
Problem?
We Have
the Solution.

- Virtually invisible mesh barrier
- Protect garden areas or entire property
- Easily attaches to trees or posts

Benner's Gardens • 1-800-753-4660
P.O. Box 875, Bala Cynwyd, PA 19004

For free information circle 55 on the Postage Paid Card

GROUND COVERS CONTAINER PLANTS PERENNIALS VINES

Call or write for our
catalogue. Growers
since 1947.

**GILSON
GARDENS^{INC.}**

3059 US Rt. 20
PO Box 277
Perry, Ohio 44081
(216) 259-4845
Fax (216) 259-2378

For free information circle 56 on the Postage Paid Card

OSHA Reform Bill (S
1237) Passed by Senate
Labor Committee.
Dec. 15, page 14

LEGISLATION/ REGULATION, STATE

Los Angeles Bans Gas-
Powered Leaf Blowers.
Aug. 15, page 18
Private Sector Takes Issue
With State-Run Nurseries
— Again. *Nursery
Associations in
Minnesota, Wisconsin
and Illinois wage debate
on state-run nurseries.*
Feb. 15, page 12

MARKETING/ ADVERTISING

Broadcast Planned for
Wholesalers and
Distributors. *News brief.*
Nov. 1, page 16

Centerton Creates Brand-
Marketing Campaign
Starring 'Captain
Nursery.' *Centerton
Nursery Inc.,
Bridgeton, NJ, creates
green superhero to
advertise its wholesale
green goods.*
April 1, page 10

The Do's and Don'ts of
Direct Mail. *Phillip M.
Perry.* Sept. 1, page 68

Door-to-Door Sales.
*Nursery professionals
are finding direct-mail
promotions to be a
successful way to
advertise — and sell
— plants and prod-
ucts.* Leah Bocanegra.
Sept. 1, page 64

Flower Bulb Television
Ads to Run this Fall. *The
International Flower
Bulb Center will run a
national television
campaign this fall.*
News brief.
Sept. 15, page 12

Mailorder Gardening
Association Launches
National Public Relations
Campaign. Dec. 1, page 23

Monrovia Nursery Co.
Unveils New Logo. *News
brief.* July 1, page 12

Nationwide PromoFlor
Advertising Campaign
Ends. Nov. 15, page 20

Nursery Serves as Set for
National Television Show.
*Bailey Nurseries
launches advertising
strategy with garden
show.* Jan. 1, page 14

Using the Media to Your
Benefit. *Knowing how
to write a proper
press release will
enable you to receive
the media attention
you want for your*

business. Phillip M.
Perry. May 15, page 65

MASS MERCHANDISING

Home Depot Carries IMC
Vigoro's Full Product
Line. *News brief.*
Feb. 1, page 12

Lawn-Care Leaders Unite.
*Service Master
acquires Barefoot Inc.,
Columbus, OH.*
Feb. 1, page 12

MERGERS/ ACQUISITIONS

Color Spot Nurseries
Expands Its Western
Chain. Aug. 15, page 20

Hines Buys-Pacific Color
Nurseries. Dec. 15, page 16

Hines Horticulture
Acquires Flynn Rainbow
Nurseries. Feb. 1, page 18

Horticultural Printers
Acquires American
Nursery Labels. *News
brief.* Jan. 1, page 16

New Nursery Opens As
125-Year-Old Business
Closes. *Western Star
Nurseries LLC purchas-
es the Sunol, CA, site
of Pacific Nursery.*
Jan. 15, page 14

Novartis Buys Merck's
Crop-Protection Business.
Sept. 15, page 19

Nursery Purchases
Computer-Software
Company. *Bissett
Nursery Corp. purchas-
es landscape-design
software company.*
Jan. 1, page 14

Pesticide Manufacturer
Biosys Acquired by
Competitor. *Biological-
and biorational-pesti-
cide manufacturer
Thermo Trilogy Corp.,
Columbia, MD, has
acquired Biosys Inc.,
also in Columbia.*
April 1, page 15

Two Hardware
Wholesalers Merge.
*Cotter & Co. and
ServiStar Coast to
Coast Corp. have
merged to create one
of the largest whole-
sale companies for the
do-it-yourself market.*
June 1, page 18

NATIVE PLANTS

Expanding Native Borders.
*Native-plant borders
can bring color, texture
and variety to dull
landscapes, as one uni-
versity's student project
has proved in the
Northeast.* Stephanie
Cohen. March 15, page 48

In Praise of Populus.
*With the introduction
of new varieties from
the West, poplars are
gaining landscape
attention and becom-
ing a force in the nurs-
ery industry.* Terry
Schwartz. Feb. 15, page 28

Native Ties to the
Community. *How nurs-
ery professionals can
market native plants
to landowners, devel-
opers and homeowners.*
Brian Dobyns.
Feb. 1, page 69

Nifty Northwest Natives.
*Native inland
Northwest trees and
shrubs tolerate and
even thrive in harsh
conditions — includ-
ing drought, heat and
cold — making them
excellent candidates
for a number of land-
scapes.* Tonie Fitzgerald.
Jan. 1, page 38

NURSERY INDUSTRY

1996 Wage and Benefit
Survey. *The nursery
industry raised its
wages and diversified
its benefits in 1996 in
order to compete for
the dwindling labor
supply.* Kevin E. Manzel.
June 1, page 29

Adventures of a Lifetime.
*A growing number of
nursery professionals
are becoming modern-
day explorers as they
travel to China in search
of new and improved
plants.* Leah Bocanegra.
July 15, page 40

American Horticultural
Society Releases Heat-Zone
Map. Sept. 15, page 12

Champion-Tree Cuttings
Take Root at J. Frank
Schmidt & Son. *The
scions from four cham-
pion trees have been
successfully propagat-
ed at J. Frank Schmidt
& Son.* Dec. 1, page 18

Changes to Container
Standards Finalized: No. 4
Omitted. Jan. 1, page 16

Cofor's Home & Garden
Showplace Celebrates 75
Years. Dec. 1, page 20

Florida Wholesale Foliage
Sales Rebound After
Andrew; Exceeds \$325
Million in 1996.
Oct. 1, page 22

Garland Nursery Celebrates
Diamond Anniversary.
Oct. 1, page 19

Goldsmith Seeds
Supports Breast Cancer
Foundation With Spring
Fund-Raising Campaign.

Dec. 1, page 22

Horticulture Products No.
1 Crop in Oregon. *News
brief.* Dec. 1, page 16

Industry Veteran Opens
New Jersey Nursery.
*Hedgewick Gardens
& Nursery is opened
in Mahwah, NJ.*
Aug. 15, page 14

Kansas Horticulture
Impacts State's Economy.
*Kansas' horticulture
industry generates
more than \$300 mil-
lion annually in gross
sales, according to
study.* May 1, page 18

Learning the Trade.
*Having a specific plan
before you attend a
trade show ensures
your business will get
the most out of what
the show has to offer.*
Phillip M. Perry.
Nov. 1, page 70

McCorkle Nurseries,
University of Georgia
Open Research Center.
*McCorkle Nurseries
and the University of
Georgia, Athens, have
opened the Center for
Applied Nursery
Research.* Oct. 1, page 14

McKay Nursery Co.
Celebrates Centennial
With Giveaway. *McKay
Nursery will give away
1 1/2-inch to 2-inch
caliper shade trees to
celebrate its centenni-
al.* March 15, page 13

Mellinger's Inc.
Celebrates 70 Years.
June 15, page 12

Mid-Am to Host
Horticulture
Organizations.
Aug. 15, page 12

Mid-Am Reverts to
Original Schedule.
Oct. 1, page 14

Oak Hill Gardens Settles
Lawsuit. *Oak Hill
Gardens in
Carpentersville, IL,
has settled its lawsuit
against a real estate
development company
accused of destroying
an oak that was more
than 200 years old.*
March 15, page 14

Ohio Nursery Fights
County and Wins. *Acorn
Farms Inc., Galena,
OH, battles county
commissioners who
propose moving
sewage treatment
facilities onto the
nursery's property.*
July 15, page 16

Rewholesale Chain Adds
Two Retail Links.

ROUNHOUSE
MANUFACTURER OF
STEEL FRAME GREENHOUSES

P.O. Box 1744 - Cleveland, TX 77328
PHONE: (281) 593-1118

READY-TO-ASSEMBLE or TURNKEY KITS

All Sales Direct From Factory
All Orders Ready Within 10 Days



- Single Houses
- Gutter Connected Houses
- Available in Any Length

• Durable, 1,900 13 ga. Tubing withstands Ice & Snow



WE MAKE CUSTOM SIZES
Cooling Systems, Heaters, Shade Cloth, Thermostats, Tube Vents and More!



30' x 96' ga.
1,900, 13 ga.
Quonset Steel Frame

\$1,388.00

Call or Write for FREE Brochure

QUANTITY DISCOUNTS AVAILABLE

For free information circle 58 on the Postage Paid Card

BIG BEAUTIFUL BLUE SPRUCE

Up to 14 ft. for digging or cut Christmas trees

ALSO DOUGLAS FIR AND SCOTCH PINE

DUDDLES CHRISTMAS TREES

Since 1957

Dick & Linda Duddles
Brian & Rebecca Duddles
Tony & Alycia Duddles

(616) 832-2731

21309 Sylvan Rd.
U.S. 131, Ashton Exit-159
Reed City, Michigan 49677

For free information circle 59 on the Postage Paid Card

McGinnis Farms Inc., Alpharetta, GA, purchases Flower Power, Franklin, TN, and Broadleaf Gardens, Birmingham, AL. April 1, page 10

Spotlight on Summer Shows. A preview of this summer's trade shows and conferences. Tania D. Panczyk. April 15, page 69

Stover Seed Co. Celebrates 75 Years. March 1, page 16

Thinking Outside of the Box. Faced with new challenges, innovative nursery professionals are using creativity to cut costs, increase efficiency and ensure customer satisfaction. Leah Bocanegra. May 1, page 30

The Trade Show Superhighway. The industry's market for new plants, products and ideas continues to expand as more and more nursery professionals make their way to international trade shows. Leah Bocanegra. Oct. 15, page 39

Virginia Nursery Begins Rebuilding After March Blaze. Aug. 1, page 12

A Vision and a Plan. A successful North Carolina nursery and garden center becomes even more profitable by creating and implementing a sound business plan. Joe Stoffregen. Dec. 1, page 28

Winter Trade Shows. The winter season has gained in popularity for trade shows and conferences. Jim Van Dellen. Nov. 1, page 77

OFF-SEASON STRATEGIES

Christmas Giftware: Birdhouses and Beyond. Garden centers are diversifying their novelty items to feed consumer demand for collectibles. Jim Van Dellen. Aug. 1, page 40

A Holiday Transformation. The owners of Prestige Nursery Garden Center Inc. have created a winter wonderland inside and outside their store to increase off-season sales. Leah Bocanegra. Aug. 1, page 35

ON-LINE INFORMATION

Association Offers Web-Design Packages for Members. The North American Horticultural Supply Association has put together four Web site-design packages. CyberGuide brief. June 1, page 8

Do You Drive Your Web Site Full Throttle? This survey analyzes the strengths and weaknesses of nursery-business Web sites. Werner J. Reinartz. June 15, page 54

James Hardie Irrigation Goes On-Line. A manufacturer of irrigation products develops a Web site. CyberGuide brief. Jan. 1, page 10

Let the Internet Come to You. "Push programs" retrieve specific information from the Internet almost instantly. CyberGuide. Martin P. Waterman. March 1, page 8

Mail-Order Gardening Found On-Line. The Mailorder Gardening Association has launched a Web Site. CyberGuide brief. June 1, page 8

New On-Line Resource Available for Growers. National and international horticultural trends, association news and regulatory issues featured at new nursery Web site. CyberGuide brief. Feb. 1, page 8

Ohio Association Introduces Web Site. CyberGuide brief. Feb. 1, page 8

On-Line Equipment Info from Vermeer. Vermeer Manufacturing Co. has created a Web site. CyberGuide brief. March 1, page 8

PlantAmerica to Put Stock Lists On-Line. An interactive, on-line network has been created to serve nursery professionals. CyberGuide brief. March 1, page 8

Sales Soar for One Small-Nursery Web Site. Jennifer Jaros. April 15, page 49

Should You Market Your Company on the World Wide Web? CyberGuide. Martin P. Waterman. Jan. 1, page 10

Valent Corp. Unveils Web Site. Pest Control brief. Nov. 1, page 8

Web Site Helps Students and Employers. This Web site provides students with an efficient way to find internship opportunities in the nursery industry. CyberGuide brief. Jan. 1, page 10

The Webs We Weave. Using the Web to promote your business is not as complicated as it sounds. Here are 10 topic areas that you can include on a site of your own. Dr. Mark H. Brand. April 15, page 48

PASSINGS

Floriculture Industry Loses Editor G. Victor Ball. Oct. 1, page 18

J.C. Raulston Dies in Crash; An Industry Mourns. Renée M. Robbins. Feb. 1, page 12

PATENTS/TRADEMARKS

Infringed Upon. The reversal of a court decision regarding the alleged infringement of a plant patent has one California attorney rallying for pressure on Congress to amend the Plant Patent Act. Vincent G. Gioia. Nov. 1, page 56

Oglevee Employee Awarded 10,000th Plant Patent. Oct. 15, page 10

Plant Patents Get Longer Life. Due to new international trade agreements, the length of patents has been increased from 17 to 20 years. June 15, page 18

PEST/DISEASE CONTROL (see also IPM)

AAN Adopts Japanese Beetle Position. Pest Control brief. May 1, page 10

The Camellia Eaters. To minimize costly losses, growers need to identify camellia pests and the damage they cause, as well as methods of controlling them. E. Ray Bond. Sept. 1, page 52

Controlling Crown Gall. Learn how to identify this deadly tumor-forming disease and protect plants before it strikes. Larry W. Moore. May 15, page 40

Deciphering Diseases. With keen observation coupled with some basic knowledge, anyone can diagnose diseases on woody

ornamentals. Paula H. Flynn and Mark L. Gleason. Sept. 15, page 30

Green Ash Compounds Could Help Control Gypsy Moth Caterpillars. Jan. 15, page 8

Greenhouse-Pest Publication Updated. Ohio Florists' Association releases Appendix: Insect Cocktail. Pest Control brief. Nov. 1, page 8

Guide Identifies Northeastern Tree Pests. Vermont Department of Forests, Parks and Recreation has released A Field Guide to Common Insect Pests of Urban Trees in the Northeast. Pest Control brief. Jan. 15, page 9

HRI Grants Fund Disease Research on Crabapple. More. March 1, page 10

IPM Newsletter Now On-Line. Gempler's Inc. now offers an on-line version of IPM Solutions through the company's Web site. Pest Control brief. Nov. 15, page 12

The Lowdown on Bugs that Dig In. Identifying borers and the damage they cause to trees and shrubs can help nursery professionals prevent and control them. James R. Baker. Feb. 15, page 50

MA Professionals Can Access Regional Pest Reports. Pest Control brief. Aug. 1, page 10

Minnesota Program to Promote Use of Biological Control Agents. The Minnesota Department of Agriculture and Metropolitan State University have broken ground on a greenhouse that will produce insects and mites used to control indoor plant pests. Dec. 15, page 14

New York Destroys Trees to Battle Beetles. News brief. Sept. 1, page 12

New York Forces Monsanto to Alter Pesticide Ad Claims. Feb. 1, page 21

Nursery Professionals Promote Way to Keep Deer at Bay. June 1, page 12

ODA Sets Insect Traps. Oregon traps gypsy moth, Japanese beetle. Pest Control brief. Aug. 1, page 10

Rhodies Azaleas Hydrangeas

Field and Container Grown

We offer:

- Large selection of varieties
- Flowering shrubs
- Custom propagation
- Nationwide service

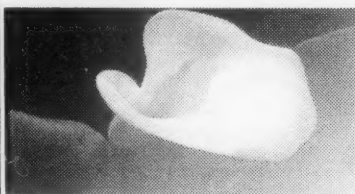
For personal service
& guaranteed quality

**Westside
Ornamentals**

2360 Lincoln Road NW
Salem, Oregon 97304
Ph: (503) 362-7172 FAX (503) 362-0351

For free information circle 62 on the Postage Paid Card

Load us up . . .



And Take a Load Off

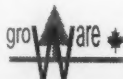
Software Developed Exclusively

for Nurseries & Garden Centers

373 Bridge Street West, PO Box 41002
Waterloo, ON N2K 3T5

Ph: 800-838-4880

Fx: (519) 746-5261



For free information circle 63 on the Postage Paid Card

Oregon Proposes Gypsy Moth Eradication Project. *Pest Control brief.* March 15, page 10

Oregon Uses Aerial Drops of Seed Weevil to Battle Scotch Broom. July 15, page 14

Pearleaf Blister Mite Adapts to Feed on Ornamental Pears. Stanton Gill. Jan. 1, page 8

Proactive Steps Can Help Limit Spread of Elm Diseases. Dec. 1, page 12

Question Guide Aids in Educating Consumers About Pesticides. *RISE* offers pesticide information. Nov. 1, page 8

Research Seeks Ornamental Birches with Leafminer Resistance. April 15, page 10

Researchers Develop New Tests to Detect Two Geranium Viruses. Aug. 15, page 10

Researchers Examine Daffodil Compounds to Deter Deer Feeding. Aug. 1, page 10

Rhode Island Researchers to Promote Growth, Sale of Sustainable Plants. March 15, page 10

Scientists Hope Pair of Parasitic Wasps Will Control Giant Whitefly. Oct. 1, page 12

Symptoms of Larger Problems. *Nursery professionals must be on the lookout for diseases that can harm their stock. Here's an overview of five common ones.* Dr. Thomas Banko. July 1, page 72

The Trojan Horse of the Nursery Industry. *Proper cultural and management practices can help nursery professionals minimize losses due to black vine weevil.* Richard S. Cowles, Daniel O. Gilrein and Steven R. Alm. Aug. 1, page 51

Updated Pest Management Reference Available. *Pest Control brief.* July 1, page 8

USDA Provides Whitefly Information. *Pest Control brief.* July 1, page 8

USDA Research Results in Environmentally Friendly Pesticides. *Research conducted by the USDA-Agricultural Research Service, in conjunction with two private sec-*

tor companies, has led to the introduction of environmentally friendly biopesticides that are based on the oil from neem tree seed. Nov. 15, page 12

PLANTS

Another Look at First-Rate Plants. *The Ohio Nursery and Landscape Association offers growing tips and landscape uses for Midwest ornamentals.* Charles Tubising. July 1, page 62

Asian Carpets. *For versatile, low-maintenance groundcovers that beautify a landscape, look no further than Liriope and Ophiopogon.* Richard Devine. March 1, page 58

The Aura of Aroma. *Here are some plant recommendations to include in your fragrant garden.* Carol D. Chewning. July 15, page 63

Blooms Perennials Rate High in Trials. *News brief.* Nov. 1, page 16

Bred for Success. *Rutgers University's woody ornamentals breeding program in New Jersey has produced some wonderful holly and dogwood hybrids during its more than 30 years of trials.* Dr. Elwin R. Orton Jr. Sept. 15, page 50

Canadian Institutions Attempt to Replace Destroyed Spruce. *The University of British Columbia Botanical Garden and the Cowichan Lake Research Station are trying to replace a golden sitka spruce cut down by a vandal.* July 1, page 12

Climbing to the Top. *Studies conducted at the Chicago Botanic Garden have discovered that many clematis are suitable for northern climates.* Richard G. Hawke. Oct. 1, page 44

East Meets West. *Early plant explorers risked their lives to introduce the beautiful and diverse flora of China to the Western world.* Gerald L. Klingaman. July 15, page 28

Eupatorium Euphoria. *With their mid- to late-season bloom period and fascinating history, eupatoriums help extend customer*

interest in perennial borders. Jack Henning. April 15, page 60

Fall Speed Ahead. *Perennials that normally bloom in summer don't have to stop performance by Labor Day.* E.K. Altmann. Aug. 15, page 28

Filling the Shadows with Light. *Part I: Herbaceous and woody plants can light up shady sites with colors that go beyond green to great.* Bobbie Schwartz. April 1, page 44

Filling the Shadows with Light. *Part II: Here are one landscaper's picks for achieving year-round beauty in the shade.* Bobbie Schwartz. May 1, page 54

Flower Carpet White Ready for Retail. *Flower Carpet USA, Gardena, CA, will introduce its white variety of groundcover rose, Flower Carpet™ White (Rosa var. 'Noaschnee') to consumers this spring.* News brief. March 15, page 13

Fraser Fir to Grace White House Again. *News brief.* Aug. 1, page 12

Gentle Zephyrs. *With pink, white or yellow blossoms, zephyr lilies can add striking masses of color to the summer landscape.* Jenkins Farmer. Feb. 15, page 34

Gingerly Speaking. *Beautiful, versatile and easy to maintain, gingers are becoming a more popular choice for the Southern garden.* Richard Devine. Oct. 15, page 30

The Great Cover-Up. *This overview describes groundcover types, uses and methods of selection and planting.* Dr. Russell Balge. March 15, page 22

Growing Better Boxwood. *Despite a reputation for being difficult, boxwoods can be profitably grown and successfully used.* Lynn R. Batdorf. Aug. 1, page 44

A Heartland Composition. *The Midwest is home to colorful native perennials seldom used in the nursery industry.* C. Colston Burrell. March 1, page 38

Holiday Surprise. *Holiday cactus features a unique habit and long life-span. Here are some tips on how to start your own crop.* Dr. Harvey Lang. Feb. 1, page 42

Homing in on Hamamelidaceae. *Although they vary in size and color, members of the Hamamelidaceae do have one thing in common: They can live up a landscape. Here are some popular varieties and tips on how to propagate them.* Guy E. Meacham. April 15, page 34

Hunting Down Hardy Roses. *The Explorer Series from Canada offers winter-hardy, disease-resistant roses that are available in a number of colors and shapes.* Leah Bocanegra. May 15, page 29

A Little Bit o' Blue. *With azure to indigo hues, blue perennials can add depth and a cooling effect to the landscape.* Richard Devine. Feb. 1, page 58

Love Me Tender. *Native to Asia and Africa, these butterfly bushes may be tender, but they can make a strong statement in the landscape.* Jack Henning. Aug. 1, page 24

The Lotus Revolution. *The rising popularity of tub gardens and tabletop ponds is fueling interest in both full-size and miniature lotus. Here are some tips and recommendations.* C. Gregg Speichert. April 15, page 28

Made in Japan. *Japanese maples provide year-round color, texture and beauty.* Scott Conner. July 1, page 24

More than Swamp Things. *Large, waterlogged sites shouldn't deter landscapers. There are many beautiful, water-tolerant trees that fit the bill.* C. Greg and Susan Speichert. Dec. 15, page 78

New Plant Distributor Offers Introductions from Overseas. *Pride of Place Plants Ltd., Sidney, British Columbia, is offering introductions from Europe and Japan to growers in North America.* April 15, page 16

Hostas Daylilies Ornamental Grasses



Emerald Coast Growers

7400 Klondike Rd
Pensacola, FL 32526
phone (904) 944-0808
fax (904) 944-1006
www.ecgrowers.com

For free information circle 66 on the Postage Paid Card

OPTIMAL

The Ace of Spades

30-50% lighter and more compact than comparable machines. In practice, you can dig a 36" rootball with a 753 Bobcat or a 565 New Holland. Or dig a 46" rootball with an 853 Bobcat or a 785 New Holland.



A Caretree compact 32" model and an Optimal standard 33" model



New Holland 785 digging 46" rootball



46" rootball in Florida, where all digging is summer digging.

Which rootball did you say looks funny?



We make spades to match the way GOD makes roots!

Bennett and Bennett Enterprises, LLC
PO Box 1099
Gatlinburg, TN 37738
(423) 436-2008 Fax: (423) 436-5082

For free information circle 67 on the Postage Paid Card

New Plants for 1998. Eighty-two plant introductions from commercial and noncommercial sources. Kevin E. Manzel and Jennifer Jaros Hooks. Dec. 15, page 26

A Parade of Perennials. Members of the Perennial Plant Association offer their introductions and recommendations of little-known perennials. Kevin E. Manzel. Nov. 1, page 32

Perennials So Hot, They Sizzle. Offering new, unusual and underused perennial varieties will help attract customers, while setting you apart from your competitors. Debbie Frey. June 15, page 46

A Plant Treasure Hunt. The US nursery industry has much to gain from obtaining and offering overseas trees and shrubs. Dan Hinkley. July 15, page 56

Planting on the Edge. Companion plants can soften the border between water features and the surrounding areas to create harmony between landscape and sea. C. Greg Speichert. Nov. 1, page 48.

Plants That Make Scents. Here are some tips on designing a fragrant garden. Patricia M. Roome. July 15, page 62

Plum of a Plant. An evergreen shrub grown mostly for its handsome appearance, Carissa is a select choice for warm-climate landscapes. Margaret Bemis Klein. Dec. 1, page 36

The Power of Pansies. With many colors and varieties, the new generation of pansies not only proves durable for winter gardens, it creates a second spring for bedding-plant sales as well. David Armstrong. Feb. 1, page 30

Reading the Winter Landscape. Ten strategies for identifying common deciduous trees and shrubs. Jack Ahern. Jan. 15, page 36

Riders of the 'Purple Wave'. Growers and retailers are giving PanAmerican Seed's purple trailing petunia high marks, but are

reserving judgment on the newer pink variety. Tania D. Panczyk. Feb. 1, page 37

Researchers Warm Up to a 'Warm-Blooded' Plant. The sacred lotus (*Nelumbo nucifera*) is able to regulate its temperature and keep its blooms at 86° to 95°. May 1, page 12

Same Trees, Fewer Pests. Choosing pest-resistant alternatives to common tree species can result in a low-maintenance, healthy landscape. Carrie Koplinka-Loehr. Feb. 1, page 51

Searching for the Spectacular. Here's a list of some of the most interesting and hard-to-find woody ornamentals. Joe Sherinski. June 15, page 24

Small Maples: Little Known, Seldom Grown. Studies conducted at Cornell University show that many uncommon maples can be propagated with innovative cutting techniques. D.R. Otis and Peter Podaras. Sept. 1, page 34

Sounding Off for Bugleweed. The genus *Ajuga* is home to many interesting cultivars that offer excellent groundcover and bed-edging options. Dr. Russell Balge. March 15, page 30

Special Names for Special Plants. The nursery industry has mislabeled 26 Swiss hydrangea varieties. Here are the correct names of these wonderful plants, which have showy blooms, stunning foliage and long-blooming color that brighten any open yard or wooded area. Art and Terri Bell. Dec. 15, page 86

Strange but True. As more customers clamor for unusual plants, consider offering some of these bizarre beauties. Tony Avent. May 1, page 24

Stunted Growth Protects Plants. Stunting a plant's growth rate can help protect it against environmental stress. News brief. Feb. 15, page 12

Take Two Plants and Call Me in the Morning. Garden center cus-

A Complete Line of Nursery Supplies

**New
Advertiser**



**MIDWEST
GEOTEXTILE &
HORTICULTURAL SUPPLY**

Also available: flagging tape, crimping tools,
hog ring plyers and staples, poly tubing

M.G.H. • P.O. Box 429 • Round Lake, IL 60073

(800) 666-6394 • fax (847) 740-0650

- ◆ Winter protection
- ◆ Sisal twine
- ◆ Burlap
- ◆ Poly twine
- ◆ Shade cloth
- ◆ Pinning nails
- ◆ Bamboo
- ◆ Ground cover
- ◆ Root Control bags
- ◆ Truck tarps
- ◆ Landscape fabrics

For free information circle 70 on the Postage Paid Card

It's a deer-eat-tree world out there!

Now you can protect your reforestation program from various animal browsing damage with Ani-Pel products. Simply drop an Ani-Pel tablet into the root system of newly planted seedlings, with the knowledge that the plant will be protected by becoming systemically distasteful to browsing animals.



SEEDLING PROTECTION SYSTEMS

Ani-Pel, Ani-Pel Plus and Ani-Spray are registered trademarks of MacFarlan Smith Limited

Environmentally safe

These environmentally safe products are non-toxic and highly effective in deterring animals from browsing on treated plants. Topical treatments protect only existing growth but Ani-Pel protects succulent new growth, as well.

Wildlife safe

Ani-Pel™, Ani-Pel Plus™ and Ani-Spray™ are not harmful to animals. The taste discourages browsing and eating treated plants.

Try Ani-Pel

Put Ani-Pel products to the test in your own plantings or problem areas. For information and pricing phone, fax or write.

ASG Consultants, Ltd.

7980 - 11th Avenue
Burnaby, British Columbia,
Canada V3N 2N3
Phone/Fax (604) 521-0864

For free information circle 71 on the Postage Paid Card

tomers may find the stories associated with homeopathic medicine interesting, which could help you sell the plants on which these remedies are based. Dr. Suzan Donleavy-Johnston. April 15, page 57

A Tale of Many Mugs. Many newer mugo pine cultivars offer landscapers and consumers excellent choices that remain a suitable size for small spaces. Pat Hayward. April 1, page 78

Ten Pieces of Silver. Plants with silver foliage can bring a touch of light to an otherwise dark landscape. Douglas Macdonald. Feb. 15, page 40

Terrific Tryouts. After a two-year audition, the winners of the 1998 All-America Rose Selections are ready to step into the limelight. Jennifer Jaros. May 15, page 26

Tiptoe Through the Tropics. Boasting colorful blooms that last for nearly a month, Siam tulip provides a low-maintenance alternative for summer landscapes. Hillary Altekruze. April 1, page 68

Watching the Grass Grow. With their stunning features, easy propagation and low-maintenance requirements, ornamental grasses are gaining in popularity. Amy Fahmy. June 15, page 60

When in China ... With China opening its doors to the West, US nursery professionals are opening their doors to many Chinese tree peonies. C. Greg Speichert. July 15, page 48

When Iris Sites are Smiling. You can provide good erosion control and add splashes of magnificent color to wet landscapes with Northern water iris. C. Greg Speichert. Jan. 15, page 26

Zappettini's Poplars. A California plantsman spends a lifetime developing easily planted poplars that are ideal for erosion control and screening. Maureen Gilmer. Feb. 15, page 24

POLLUTION

Interactive Exhibit Demonstrates Water Pollution. News brief. July 1, page 12

PROFESSIONAL CERTIFICATION

Working for an Education. Longwood Gardens offers a hands-on training program to prepare people for a career in the nursery industry. Beth L. Gainer. April 1, page 60

PROFILES

100 Years and Still Growing Strong. The Conard-Pyle Co. celebrates its anniversary with a century worth of roses and other firsts. Susan McCoy. May 15, page 52

The Adventures of Mr. Compost. Using state-of-the-art composting techniques, equipment and facilities, a family business that once trucked topsoil door to door has turned into a thriving company that manufactures it. Dr. Calvin Chong and Bob Hamersma. March 1, page 26

Business as Unusual. An Oregon tree producer has found success with atypical species and an unconventional attitude toward management. Hillary Altekruze. May 1, page 38

Controlling Their Destiny. A Colorado retailer's willingness to change has allowed it to survive and successfully compete in its market. Tania D. Panczyk. March 1, page 50

From Screwdrivers to Seed. This Midwest garden center owner proves that good service and an unusual product mix attracts customers. Jennifer Jaros Hooks. Aug. 15, page 82

Husband and Wife Team Promote Diversity. Conservation. Profile of Nigel and Lisa Wright, owners of Windrose Nursery in Pen Argyl, PA. Nov. 15, page 18

A Propagator's Worldwide Adventure in Tissue Culture. Profile of Ana Bolaños, a propagator from Guatemala. Jan. 1, page 16

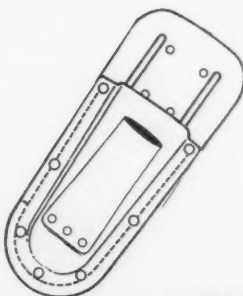
Felco #2
Pruner



FELCO®

**Low
Everyday
Price
\$29.00**

**Buy 10 Felco
#2 Pruners &
Receive 1
Leather Dual
Pruner/Knife
Holder* Free!**



*\$8.00 Value



CENTRAL LANDSCAPE SUPPLY
4026 Cty Road 74 So, St. Cloud, MN 56301
Phone: 800-772-3888 Fax: 888-CLS-5577

For free information circle 74 on the Postage Paid Card

"Where Service is Always in Season"

1200 acres —
hand-picked varieties —
selected for Midwest
hardiness.



BORK NURSERIES

Onarga, Illinois • 800-222-2200 • Fax 815-268-7268

For free information circle 75 on the Postage Paid Card

**Southern Researcher
Lauded for Eagerly
Helping 'Any Way He
Can.'** Profile of Ken
Tilt, a research and
extension specialist at
Auburn University,
Auburn, AL.
Jan. 15, page 16

A Teacher's Touch. A
North Carolina
researcher devotes his
life to helping others
improve woody-plant
propagation tech-
niques. Beth L. Gainer.
Jan. 1, page 26

**Where Everybody Knows
Their Name.** With per-
sistence, hard work
and marketing savvy, a
Kansas garden center
achieves success —
and name recognition.
Beth L. Gainer.
June 15, page 38

PROPAGATION

**Catching the Micro
Wave.** Because the
proper protocols can
help micropropagation
go smoothly, here is
some advice from a
tissue culture expert
on creating and estab-
lishing clonal propa-
gules. Dr. Sherry Kitto.
Oct. 1, page 34

**A New Closed-Loop
System.** Research on
the Cellugro inground
production system
shows that it could be
a useful method for
growing woody plants
and perennials while
conserving and recy-
cling irrigation water.
Stanton Gill, Dr. Russell
Balge and Dr. David Ross.
Oct. 1, page 68

Propagation 101. To
successfully initiate
rooting of leafy stem
cuttings for woody
plants, you must han-
dle cuttings correctly
and provide the prop-
er environment.
Elizabeth Davison.
Jan. 1, page 45

RECYCLING

Cashing in the Chips. An
Illinois landscape con-
tractor found a way to
turn throwaway wood
scraps into cash, and,
as a result, founded a
successful, environ-
mentally friendly busi-
ness. Rebecca G. Davis.
Nov. 15, page 38

**Minnesota Marks
Success with Pesticide-
Container Recycling.**
March 15, page 10

**Two States Find Success
With Recycling Programs
for Poly Sheets.** New

**Jersey and Oregon
have implemented
successful programs
which recycle poly
sheets from nurseries
and greenhouses.**
July 1, page 14

RESEARCH

**Arizona Yard Waste
Compost as a Container
Medium.** Jimmy Tipton,
Elizabeth Davison and
Marcos Garcia.
Aug. 15, page 94

**Auction Raises Funds for
Horticulture Research.**
News brief.
Nov. 1, page 16

**Benefits of Community
Gardening on Quality-of-
Life Issues.** Tina M.
Waliczek, Dr. Richard H.
Mattson and Dr. Jayne M.
Zajicek. May 15, page 70

**Container Production of
Bare-Root Whips.** Dr.
Daniel K. Struve.
Jan. 15, page 96

**DNA Profiling Developed
to Protect Breeders'
Rights.** Plant DNA-pro-
filing methods are
being developed by
the Molecular Biology
and Diagnostics sec-
tion of the National
Institute of Agricultural
Botany in England.
Nov. 15, page 16

**Evaluation of Plant Tags
Containing Information
on Plant Pests.** Russell F.
Mizell III, Gary W. Knox
and Don E. Short.
Nov. 15, page 60

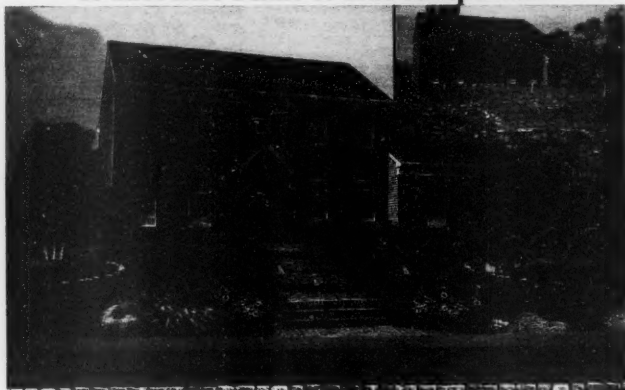
**Flower Carpet Creates
Endowment Fund for
HRI.** News brief.
June 15, page 14

**Genetics Technology
Brings About Desired
Plant Characteristics.**
Researchers at Purdue
University have suc-
cessfully altered the
genetic material of
plants for desired
characteristics.
May 1, page 16

**HRI Reinvests in Business
Management for 1997.**
For the first time in
three years, the
research arm of the
American Association
of Nurserymen has
awarded grants for
business-management
research.
March 1, page 18

**Influence of Cultural
Factors on Pot-in-Pot
Shade Tree Growth.** Dr.
Christine L. Murray, Dr.
Glen P. Lumis and Dr.
Calvin Chong.
March 15, page 60

Offer the Ultimate in Customer Service & Increase Plant & Hardscape Sales



EarthScapes Software

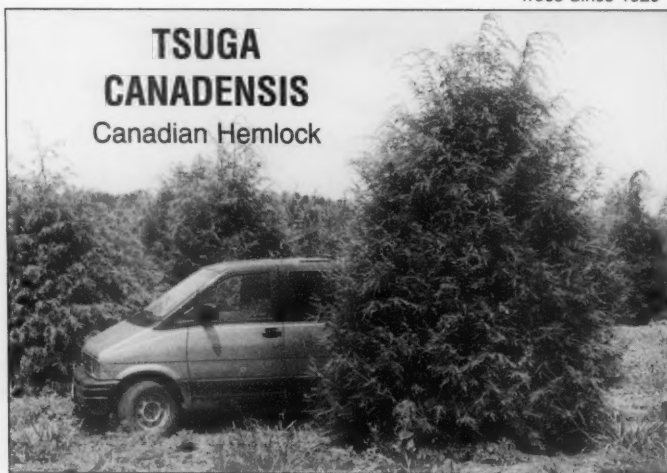
Hi-Res Imaging-Site Plan Designer-Estimating Nurseries and Garden Centers offering a Landscape Imaging service are enjoying tremendous growth in a exciting new market. Present your plants and hardscapes around the customers house, not the parking lot.

Visit our booth at the Winter Shows
or call for more information
See Why Top Designers are Switching to...

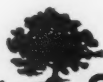
Visual Impact
973-770-9550

For free information circle 77 on the Postage Paid Card

"Trees Since 1929"



Heavy Nursery Grown Specimens • From 10'-14' Ht.



Growing 500 Acres of New England's
Finest Trees and Shrubs.

Millane Nurseries, Inc.

604 Main Street, Cromwell, Connecticut 06416
Phone 860 635-5500 • FAX 860 635-3685

For free information circle 78 on the Postage Paid Card

Keeping Their Feet Warm. Research on the cold hardiness of perennials and effectiveness of overwintering methods can help nursery professionals get containerized plants through Northern winters alive. Dr. Leonard P. Perry. July 1, page 80

Label Company's Matching Program Aids Research. Economy Label Sales Co., Daytona Beach, FL, expanded its Gladys Powell Research Endowment to allow customers to contribute. April 1, page 18

Landscape Plant Development Center Receives Oregon Land Grant. The LPDC has received 24 acres in Donald, OR, from the J. Frank Schmidt Charitable Trust to establish a plant-breeding research station. Nov. 15, page 16

Methyl Iodide: An Alternative to Methyl Bromide. James J. Sims, Howard D. Ohr, Nigel M. Grech, J. Ole Becker and Milt E. McGiffen Jr. March 1, page 64

Natural Suppression. The Ohio Agricultural Research and Development Center has uncovered ways to keep compost low in pathogens and high in beneficial organisms. Harry A.J. Hoitink, David Y. Han, Alexandra G. Stone, Matthew S. Krause, Weizheng Zhang and Warren A. Dick. Oct. 1, page 90

New England Grows Distributes \$24,000. New England Grows trade show presented six New England state cooperative extension systems with \$4,000 grants each. News brief. July 1, page 12

Nitrogen Nutrition of Containerized Cupressus arizonica var. glabra 'Carolina Sapphire'. Hunter L. Stubbs, Dr. Stuart L. Warren, Dr. Frank A. Blazich and Dr. Thomas G. Ranney. Oct. 15, page 60

The Problems of Expanding Production Operations. Dr. Forrest E. Stegelin. March 15, page 60

Project to Catalog and Test Southern Heirloom Plants. Researchers at the University of Georgia, Athens, will examine the biodiver-

sity and sustainability of Southern heirloom plants in an effort to preserve historic varieties. March 15, page 14

Propagation of Quercus phillyreoides Stem Cuttings. Patrick J. McGuigan, Dr. Frank A. Blazich and Dr. Thomas G. Ranney. April 15, page 72

Researcher to Search US for Disease-Fighting Plants. National Cancer Institute awards \$156,000 to taxonomist at The Morton Arboretum to collect cancer- and AIDS-fighting plants. Feb. 1, page 20

Study Measures Tree Response. A new project might determine how European forestry will respond to rising carbon dioxide concentrations and climatic changes. News brief. Feb. 15, page 12

Survival Rate of Oak Nursery Stock vs. Acorns. Theodore E. Adams, Peter B. Sands and Marion E. Stanley. June 15, page 64

Valent USA Creates Fund to Support Research. The Nurture Fund will support greenhouse and nursery industry research. May 15, page 16

Western USDA Program Seeks Grant Proposals. Sept. 1, page 16

RETAIL DESIGN/ MERCHANDISING

Better Bulb Sales. It's not too late to plan a sales-boosting bulb display. Renée M. Robbins. Aug. 15, page 74

RETAILING

1997 Spring Sales Up for Garden Centers. Sept. 1, page 12

An Annuals Mix of Old and New. Anticipating what consumers will be seeking in the spring of '97, retailers are stocking a mix of old and new annuals. Leah Bocanegra. Feb. 1, page 26

Christmas Tree Sales Stable in 1996. March 1, page 16

Competitive Cooperation. A California cooperative allows independent retail nurseries to better compete with mass merchants through private-label

Replace your Plastic & Wood Containers with Easi-Lift Grow Bags

Last twice as long as plastic pots.

- Reduce back injury.
- Bags stack flat, saving valuable space.
- Sizes from 2 to 200 gallons.
- Easily moved by workers, cranes or forklifts.



CALL NOW!

New Color Catalog & Video

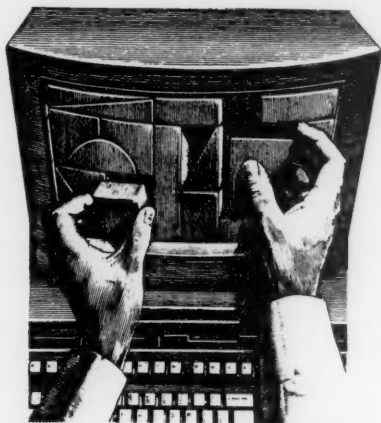
(800) 359-8665

BOND Mfg. Co.



For free information circle 81 on the Postage Paid Card

Problems with Programs?



Townley
Associates, Inc.

(800) 446-8090
Colorado: (303) 369-9797
10686 E. Bethany Dr.
Aurora, CO 80014

We help make the pieces fit.

- ✓ Nursery Industry-proven software, tailored to your specific needs.
- ✓ Easy to use, turn-key system.
- ✓ Tracks inventory by date, location and multiple grades.
- ✓ On-screen product and customer look-up.
- ✓ Full complement of order entry, inventory control, job cost and integrated accounting applications.

Computer Software Solutions for the Nursery Industry



Flexible Computer Systems for the Retail and Wholesale Nursery Industry.

For free information circle 82 on the Postage Paid Card

products and marketing programs. Mal Baeta. Aug. 1, page 30

Consumer Confidence Fell in October. *News brief.* Dec. 15, page 12

Consumer Contest Promotes Container Gardening. Retailers are promoting the second annual Sunshine Creative Windowbox Contest. May 15, page 14

Consumer Reports Rates Mail-Order Perennials, Nurseries. May 1, page 12

The Details of Retail. A Maine garden center achieves success by striving for self-improvement. Beth L. Gainer. Oct. 15, page 52

Garden Center Thrust Into Spotlight of Cosby Murder. A California garden center's employee was charged in the death of Bill Cosby's son, Ennis. May 1, page 16

National Garden Center Cooperative Continues to Grow. The Garden Master Group, an independent nursery cooperative based in Denver, has increased its membership to 50 stores in 11 states. Aug. 15, page 22

The Other Flower Bulbs. Summer-blooming bulbs can move through a garden center quickly, if you have high-quality stock and you merchandise it well. Renée M. Robbins. May 15, page 32

Profitable Perennial Promotion. With careful planning and a little creativity, you'll have perennial display gardens that attract new customers, showcase plants and stimulate seasonal sales. Ellen Vincent Strother. Jan. 15, page 83

SOIL/GROWING MEDIA

Change for the Better. Proper bed preparation not only enhances perennial growth, but reduces the need for future maintenance as well. Tracy DiSabato-Aust. Dec. 1, page 40

Filling the Voids. Using amendments to alter landscape soils or container media ensures that roots receive adequate water and air. Dr. Wallace G. Pill.

June 15, page 30

Fish Bone Meal May Help Reclaim Contaminated Soils. Alaskan fish bone meal might enhance bioremediation in petroleum-contaminated soils. *News brief.* Jan. 15, page 12

Saving the Soil. Soil amendments can increase soil pH, nutrients and fertility, and provide a healthy environment that can help your plants thrive. Mary Ann Rose. April 1, page 87

Soil Form Follows Function. Here is an introduction to soil structure, chemistry and microorganisms, and their interactions. José A. Amador. Sept. 15, page 64

Steam — The Hottest Alternative to Methyl Bromide. Growers may want to consider steam as a method for soil fumigation, as methyl bromide's ban approaches. Dr. William Quarles. Aug. 15, page 37

STATISTICS

\$1.48 Billion Spent Annually on Residential Tree Care. Nov. 15, page 20

Population Booming in South and West. 1996 population estimates are released by the US Department of Commerce's Bureau of the Census. April 15, page 19

URBAN FORESTRY

Chicago Program Provides Tree Care Through Community Involvement. Nov. 1, page 20

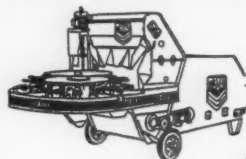
Developing Better Elms. Research at The Morton Arboretum indicates that disease- and pest-resistant Asian species may be good street-tree substitutes for American elm. Dr. George Ware and Dr. Frederic Miller. Aug. 15, page 44

High-Profile Hazard Trees Spark Improved Policies. A tragic accident spurs a re-evaluation of the potential harm sidewalk construction can cause street trees. May 15, page 12

WATER GARDENING

Drawn to the Water. Retailers can enhance

Potting Machines & Automation Systems for the green industry demanding quality, experience and innovation

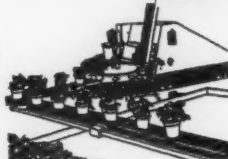


Model 1010

New product!!
pot, pot in tray & flat filler
model 2100/2150
(not shown)



conveyor belts
1145 (1148)



Model 2070

pot robot 4100 plant robot 5100 IMO soil steamer

GRO-MAY Corp. PO Box 100 Sparta, IL 62286 • ph&fax (618) 443-5065

For free information circle 85 on the Postage Paid Card

Visit our
booth at the
CENTS show

GRAFTED LINERS

COLSON'S NURSERY, INC.

Rt. 4, Box 605ab, Bonners Ferry, Idaho 83905

Dave and Sue Colson

Phone (208) 267-7792 • Fax (208) 267-7886

Spring
1998

<p>ACER PALMATUM Bloodgood 3.35 Fireglow 3.55</p> <p>ACER PALMATUM DISSECTUM REGULAR SIZE (GRAFTED 12" 14" HI) Crimson Queen 3.95 Garnet 3.95 Inaba Shidare 3.95 Everred 3.95 Virdis 3.95</p> <p>JUMBO SIZE GRAFTED 16" 18" HI ON 1/4" UNDERSTOCK Crimson Queen Jumbo 5.55 Garnet Jumbo 5.55 Inaba Shidare Jumbo 5.55 Everred Jumbo 5.55 Virdis Jumbo 5.55</p> <p>ABIES LASIOCARPA Arizonica Glauca Compacta 3.05</p> <p>ABIES CONCOLOR FIR Candicans Powder Blue 3.30</p> <p>BETULA Jacquemontii 2.90 Youngi Low Graft 3.30 Trost Dwarf 3.55</p> <p>CORNUS KOUSA Satomi Red 4.15</p> <p>CHAMAECYPARIS Nootkatensis Pendula 3.05 Obtusa Nana Lutea 3.30 Obtusa Nana Gracilis 3.30</p> <p>FAGUS SYLVATICA Riversi Purple 3.30 Tricolor 3.55 Purple Weeping 3.55 Purple Fountain 3.55 Rohani Trompenberg 3.55 Dawyck Red Columnar 3.55</p> <p>JUNIPERUS Witchita Blue 2.90 Moonglow 2.90</p> <p>LARIX DECIDUA (EUROPEAN LARCH) Weeping Hi Graft 2-3' 5.55 Weeping Low Graft 3.80</p> <p>PICEA ABIES Pendula 3.05 Schmit's Pendula 3.05</p>	<p>PICEA OMORIKA Nana 3.05</p> <p>PICEA PUNGENS GLAUCA Hoopsi 3.55 Montgomery Dwarf 3.05 Globosa Dwarf 3.05 Globosa Hi Graft 4.30 St. Mary's Broom 3.55 Iseli's Blue Fastigiat 3.55 Iseli's Fat Albert 3.55 Colson's Select Blue 3.55 (Dense, straight, medium grower) Koster Pendula 5.50 Glauca Procumbens (Prostrate) 3.55</p> <p>PINUS CEMBRA Glauca Chalet 3.50 Glauca Compacta 2.90</p> <p>PINUS DENSIFLORA Draconis Variegated 3.30 Pendula 3.05 Compacta Nana Jane Kluis 3.05 Compacta Nana Jane Kluis Hi Graft 4.05 Tanyosho Compacta 2.90 Tanyosho Compacta Hi Graft 4.05</p> <p>PINUS FLEXILIS Flexilis Glauca 3.05 Flexilis Glauca Cessarini 3.55 Vanderwolf's Glauca Fastigiat 3.55</p> <p>PINUS NIGRA Sentinel Fastigiat 3.30</p> <p>PINUS FARVIFLORA Glauca 3.30 Glauca Nana 3.55 Adcock's Dwarf 3.55</p> <p>PINUS STROBUS Contorta 3.05 Fastigiat 2.90 Nana 2.90 Nana Blue Shag 2.90 Pendula 3.05 Horsford's Dwarf 2.90 Horsford's Dwarf Hi Graft 4.05</p> <p>PINUS SYLVESTRIS Glauca Fastigiat 3.30 Glauca Nana Wateri 3.05 Glauca Nana Globosa 3.05 Hillside Creeper 3.30</p>
--	--

TERMS: Minimum order \$100 total order and minimum quantity 5 any variety.
25% deposit due with placement of order, balance to ship C.O.D. unless
previous arrangements are made. Payment to be in U.S. Funds.

For free information circle 86 on the Postage Paid Card



their businesses with
successful water garden
departments even
in the off-season. Hillary
Atekruse. June 1, page 52

National Television Show
Dives into Water
Gardening. The public-
television show
Hometime recently
devoted a half-hour
episode to designing
and constructing a
water garden.
June 1, page 18

The Rising Tide in New
Aquatics. In this Noah's
Ark of new water
plants, you can find
the showy and the
subtle, including a
range of pond-edge
plants with variegated
forms. C. Greg Speichert.
June 1, page 42

WEATHER/DISASTERS

1996 Fifth Highest Year
for Catastrophic Losses.
Forty-one catastrophes
in 1996 caused \$7.35
billion in insured prop-
erty losses, according
to Property Claim
Services report.
March 1, page 14

Above-Average Hurricane
Activity Expected. A
team of hurricane
forecasters at
Colorado State
University predicted
an active hurricane
season in 1997 for the
Atlantic Basin. News
brief. Aug. 1, page 12

The Arnold Arboretum
Loses Hundreds of
Specimens in Blizzard.
July 1, page 10

The Morton Arboretum
Recovers After Severe
Thunderstorm.
Sept. 15, page 16

Nebraska Arboreta and
Nurseries Pummeled by
October Snowstorm.
Dec. 15, page 12

Northeastern States
Hit by Dry Spell.
Oct. 1, page 16

Nurseries Suffer
Extensive Damage in
'Freaky' West Coast
Storms. Wind, rain,
snow and ice battered
nurseries in parts of
California,
Washington, Oregon,
Idaho and Nevada.
March 1, page 14

Nursery Industry Escapes
Hurricane Danny's Wrath.
Sept. 15, page 16

Nursery Owners in
Northwest Shocked by
Early Winter Storms.
Jan. 15, page 12

Second-Quarter
Catastrophe Totals
Released. News brief.
Oct. 1, page 14

Spring Snowstorm
Extends Winter, Brings the
Great Plains to a
Standstill. June 1, page 16

Tennessee Surprised By
Early Spring.
June 1, page 18

Torrential Rains and
Floods Delay Shipments
from the Midwest and
Southeast.
April 15, page 14

1997 AUTHOR INDEX

Adams, Dave G.
Making Your Bed.
Capillary sandbeds
keep containerized
plants watered effi-
ciently and evenly. Co-
authors Sven E. Svenson
and Robert L. Ticknor.
Jan. 15, page 60

Slow and Steady.
Subirrigation of con-
tainer-grown nursery
crops holds many
advantages over other
irrigation systems. Co-
authors Sven E. Svenson
and Robert L. Ticknor.
Jan. 15, page 50

Adams, Theodore E.
Survival Rate of Oak
Nursery Stock vs. Acorns.
Co-authors Peter B.
Sands and Marion E.
Stanley. June 15, page 64

Ahern, Jack
Reading the Winter
Landscape. Ten strate-
gies for identifying
common deciduous
trees and shrubs.
Jan. 15, page 36

Alm, Steven R.
The Trojan Horse of the
Nursery Industry. Proper
cultural and manage-
ment practices can help
nursery professionals
minimize the losses due
to black vine weevil.
Co-authors Richard S.
Cowles and Daniel O.
Gilrein. Aug. 1, page 51

Altekruse, Hillary
Au Naturel.
Greenhouse growers
are turning away from
chemical controls and
incorporating more
environmentally
friendly elements into
their pest-manage-
ment programs.
Sept. 1, page 32

Business as Unusual. An
Oregon tree producer

has found success with atypical species and an unconventional attitude toward management. May 1, page 38

Drawn to the Water. Retailers can enhance their businesses with successful water garden departments even in the off-season. June 1, page 52

Prize-Winning Picks. Here are some state and national associations' 1997 award-winning plants. May 15, page 46

Tiptoe Through the Tropics. Boasting colorful blooms that last for nearly a month, Siam tulip provides a low-maintenance alternative for summer landscapes. April 1, page 68

Altmann, E.K. Fall Speed Ahead. Perennials that normally bloom in summer don't have to stop performance by Labor Day. Aug. 15, page 28

Amador, José A. Soil Form Follows Function. Here is an introduction to soil structure, chemistry and microorganisms, and their interactions. Sept. 15, page 64

Armstrong, David The Power of Pansies. With many colors and varieties, the new generation of pansies not only proves durable for winter gardens, it creates a second spring for bedding-plant sales as well. Feb. 1, page 30

Avent, Tony Strange but True. As more customers clamor for unusual plants, consider offering some of these bizarre beauties. May 1, page 24

Baeta, Mal Competitive Cooperation. A California cooperative allows independent retail nurseries to better compete with mass merchants through private-label products and marketing programs. Aug. 1, page 30

Baker, James R. The Lowdown on Bugs that Dig In. Identifying borers and the damage they cause to trees and shrubs can help nursery professionals prevent and control them. Dec. 15, page 50

Balge, Dr. Russell The Great Cover-Up. This overview describes groundcover types, uses and methods of selection and planting. March 15, page 22

A New Closed-Loop System. Research on the Cellugro inground production system shows that it could be a useful method for growing woody plants and perennials while conserving and recycling irrigation water. Co-authors Stanton Gill and Dr. David Ross. Oct. 1, page 68

Sounding Off for Bugleweed. The genus *Ajuga* is home to many interesting cultivars that offer excellent groundcover and bedding options. March 15, page 30

Banko, Dr. Thomas Symptoms of Larger Problems. Nursery professionals must be on the lookout for diseases that can harm their stock. Here's an overview of five common ones. July 1, page 72

Barney, Dr. Danny L. Buying High-Quality Stock. Here's how to ensure the trees you purchase are high-quality planting stock. June 1, page 36

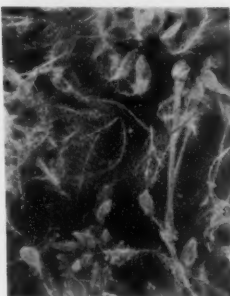
Barton, Susan S. Selling Statuesque Scenery. By carrying unique, upscale garden ornaments, you can attract new customers, inspire landscapers and ultimately increase your sales. Jan. 15, page 68

Batdorf, Lynn R. Growing Better Boxwood. Despite a reputation for being difficult, boxwoods can be profitably grown and successfully used. Aug. 1, page 44

Bates, A. Taming the Inventory Dragon. Automated data collection and bar-code technology were the keys to one nursery's battle to track its plant stock. July 1, page 52

Battersby, Mark E. A Taxing Relationship. There are several tax advantages to being a nursery owner with a spouse as a partner or co-worker. The following loopholes may change how you file your next tax return. Dec. 1, page 56

Clematis *Ligusticifolia* (3X)



TREE & SHRUB SEEDS

Worldwide Sources • All Latitudes



FREE 30-page catalog!

LAWYER NURSERY INC.

TEL. (406) 826-3881 FAX (406) 826-5700
950 Highway 200 West Plains, Montana 59859

For free information circle 87 on the Postage Paid Card

A SIMPLE FORMULA...



- The best trees at the best price
- On time delivery
- Superior Customer Service
- Commitment to the industry

Frank J.



P.O. Box 189 • Boring OR 97009
(503) 663-4128 • FAX (503) 663-2121
Toll-Free 1-800-825-8202 • Toll-Free FAX 1-800-283-7537
<http://www.jfschmidt.com/~jfs>

For free information circle 88 on the Postage Paid Card



Wholesale Growers of Quality B&B and Container Stock

LINERS • CONTAINERS • CONTAINER TREES
FLOWERING SHRUBS • SHADE & ORNAMENTAL TREES
EVERGREENS & HEDGES • FRUIT TREES • LANDSCAPE TREES

300 Acres of field grown stock • 5 Acre Wholesale Pickup Yard Open Year-Round

800-942-5724

Ben Lomond Nursery Co.
P.O. Box 357 • Hwy 55, Summitville, TN 37382

For free information circle 89 on the Postage Paid Card

HERMAN LOSELY & SON, INC.



joins

The World Wide Web



Address: <http://www.losely.com>

To receive your free nursery network password within
24 hours use <http://www.plantamerica.com/order.htm>

In March of 1997, Losely Nursery joined forces with Plant America to establish our presence on the World Wide Web. Through this unique partnership you will have several powerful tools at your fingertips.

1. Our current and up to date availability day or night.
2. Immediate notification of specials we are promoting.
3. Information on how to contact us or to locate a salesperson close to you.
4. What plants are in color now.
5. View pictures of specimen plant material taken at our nursery.
6. Ability to e-mail your order to us upon viewing our current plant list.
7. Check our local weather before visiting us.

As you will see, the list is extensive and will continue to grow. We want to invite you to visit our site often and experience what a powerful tool the internet can be for you.

Thank you for your interest in Losely Nursery. We look forward to helping your business grow.

HERMAN LOSELY & SON, INC.
3410 Shepard Road • Perry, Ohio 44081
440-259-2725 • 440-259-3690 Fax
www.losely.com

For free information circle 90 on the Postage Paid Card

Becker, J. Ole
Methyl Iodide: An Alternative to Methyl Bromide. Co-authors James J. Sims, Howard D. Ohr, Nigel M. Grech and Mill E. McGiffen Jr. March 1, page 64

Begeman, John
Pulp Fiction. Knowing the facts — and not the myths — can help nursery professionals provide effective tree care. Nov. 1, page 64

Bell, Art
Special Names for Special Plants. The nursery industry has mislabeled 26 Swiss hydrangea varieties. Here are the correct names of these wonderful plants, which have showy blooms, stunning foliage and long-blooming color that brighten any open yard or wooded area. Co-author Terri Bell. Dec. 15, page 86

Bell, Terri
Special Names for Special Plants. The nursery industry has mislabeled 26 Swiss hydrangea varieties. Here are the correct names of these wonderful plants, which have showy blooms, stunning foliage and long-blooming color that brighten any open yard or wooded area. Co-author Art Bell. Dec. 15, page 86

Blazich, Dr. Frank A.
Rhythms to please the eyes and ears abound at this Tennessee Superior Site. Jan. 15, page 76

Propagation of *Quercus phillyreoides* Stem Cuttings. Co-authors Patrick J. McGuigan and Dr. Thomas G. Ranney. April 15, page 72

Bocanegra, Leah
Adventures of a Lifetime. A growing number of nursery professionals are becoming modern-day explorers as they travel to China in search of new and improved plants. July 15, page 40

An Annuals Mix of Old and New. Anticipating what consumers will be seeking in the spring of '97, retailers are stocking a mix of old and new annuals. Feb. 1, page 26

Design of the Times. Landscape designers are trading in their T squares and pencils for computer mice and monitors as landscape-design software becomes a time-saving and profitable tool for the industry. April 1, page 36

Door-to-Door Sales. Nursery professionals are finding direct-mail promotions to be a successful way to advertise — and sell — plants and products. Sept. 1, page 64

The Expanding Marketplace. Modern technology and a desire for American plants has allowed several US nursery professionals to sell their products abroad. Sept. 15, page 38

A Holiday Transformation. The owners of Prestige Nursery Garden Center Inc. have created a winter wonderland inside and outside their store to increase off-season sales. Aug. 1, page 35

Hunting Down Hardy Roses. The Explorer Series from Canada offers winter-hardy, disease-resistant roses that are available in a number of colors and shapes. May 15, page 29

A Little Bit Country. Rhythms to please the eyes and ears abound at this Tennessee Superior Site. Jan. 15, page 76

Plants of the Year. Nursery professionals can capitalize on the publicity surrounding plant award winners by growing and selling the outstanding selections. Here is a sampling of the 1998 picks. Dec. 15, page 92

Thinking Outside of the Box. Faced with new challenges, innovative nursery professionals are using creativity to cut costs, increase efficiency and ensure customer satisfaction. May 1, page 30

The Trade Show Superhighway. The industry's market for new plants, products and ideas continues to expand as more and more nursery professionals make their way to international trade shows. Oct. 15, page 39

Bond, E. Ray
The Camellia Eaters. To minimize costly losses, growers need to identify camellia pests and the damage they cause, as well as methods of controlling them. Sept. 1, page 52

Borland, Jim
Sphaeralcea coccinea. Field Notes. Aug. 15, page 122

Brand, Dr. Mark H.
The Webs We Weave. Using the Web to promote your business is not as complicated as it sounds. Here are 10 topic areas that you can include on a site of your own. April 15, page 48

Briggs, Jeanne
Minimizing the Pesticide Exodus. Research shows that several factors affect a pesticide's presence in runoff from container nurseries. Co-author Dr. Ted Whitwell. June 1, page 58

Brown, Kirk R.
Putting the Garden Back Into Landscapes. A new awards program sponsored by the National Landscape Association puts its emphasis where some say it should always be — on plants. Co-author Renée M. Robbins. April 1, page 24

A Tale for All Seasons. A landscaper recounts a fictional narrative to describe the transformation of a Pennsylvania garden that incorporates the remains of an old, stone barn. Oct. 15, page 20

Bruzsek, Robert F.
Gordonia lasianthus. Field Notes. June 1, page 94

Magnolia macrophylla subsp. *ashei*. Field Notes. Nov. 1, page 130

Burrell, C. Colston
A Heartland Composition. The Midwest is home to colorful native perennials seldom used in the nursery industry. March 1, page 38

Cabrera, Raul I.
Let the Nutrients Flow ... Slowly. Slow-release and controlled-release fertilizers deliver nutrients at varying rates, and knowing what affects those rates can help growers produce healthier container plants. March 1, page 32

Chambers, Patti
Turning to Stone. Here are step-by-step instructions for making hypertufa troughs and other simulated-stone containers. Aug. 15, page 53

Chazanof, Jansen
Identifying and Lowering Labor Costs. Labor Watch. Dec. 1, page 8

Increase Productivity — Eliminate Costs. Labor Watch. Sept. 1, page 10

Labor Costs and Your Bottom Line. Labor Watch. Oct. 1, page 8

Making the Work Force Work for Us. Labor Watch. Nov. 1, page 12

The Power of Productivity: Designing Work. Observe and chart the operations and tasks of your company to understand better how to become more efficient and meet both financial and customer needs. Labor Watch. Aug. 1, page 8

Chewning, Carol D.
The Aura of Aroma. Here are some plant recommendations to include in your fragrant garden. July 15, page 63

Chong, Dr. Calvin
The Adventures of Mr. Compost. Using state-of-the-art composting techniques, equipment and facilities, a family business that once trucked topsoil door to door has turned into a thriving company that manufactures it. Co-author Bob Hamersma. March 1, page 26

Influence of Cultural Factors on Pot-in-Pot Shade Tree Growth. Co-authors Dr. Christine L. Murray and Dr. Glen P. Lumis. March 15, page 60

Cohen, Stephanie
Expanding Native Borders. Native-plant borders can bring color, texture and variety to dull landscapes, as one university's student project has proved in the Northeast. March 15, page 48

Conlon, Hubert P.
Campsis grandiflora 'Morning Calm'. Field Notes. May 15, page 94

Conner, Scott
Made in Japan. Japanese maples provide year-round color, texture and beauty. July 1, page 24

Van Essen NURSERY COMPANY

- Serving the industry for over 20 years
- Ornamentals, conifers, broadleaf evergreens
- Containers, field and liners

Visit us in Cyberspace!

www.proaxis.com/~venco

Request catalog and current availability list at: (541) 258-3626
FAX (541) 258-3875 38846 River Drive, Lebanon, OR 97355

For free information circle 91 on the Postage Paid Card



A Partial List of Conifers

BARE-ROOT STOCK

SPECIES	AGE	SIZE
AMERICAN ARBORVITAE	3-2	12-18"
	3-0	6-12"
AUSTRIAN PINE	2-0	4-8"
BLACK HILLS SPRUCE	3-2	9-18"
COLORADO BLUE SPRUCE	3-0	9-12"
CONCOLOR FIR	2-2	6-12"
	2-0	3-6"
DOUGLAS FIR (Lincoln)	2-2	12-18"
NORWAY RED PINE	3-0	8-14"
	2-0	4-6"
NORWAY SPRUCE	2-2	12-18"
	3-0	9-15"
	2-0	6-12"
SCOTCH PINE (French)	2-0	6-9"
(Lake Superior)	2-2	12-18"
	2-0	4-8"
WHITE PINE	2-2	9-18"
	P+1	4-8"
	3-0	9-15"
	2-0	3-5"
WHITE SPRUCE	2-2	9-18"
	3-0	9-18"
	2-0	6-9"
TAXUS CAPITATA	3-2	8-14"
	3-0	5-10"

PLUG STOCK

DARK AM. ARBORVITAE	P2	4-8"
EM. GREEN ARBORVITAE	P2	4-8"
WESTERN HEMLOCK	P2	3-6"
COLORADO BLUE SPRUCE	P2	5-9"
GRAND FIR	P2	4-7"
NORWAY SPRUCE	P2	6-12"
WHITE PINE	P2	5-10"
WHITE SPRUCE	P2	6-12"

Today, you can still receive the same product quality and service dependability that growers have trusted for seventy-five years.

Call 1-800-447-4745
for hardy, northern-grown
conifer and woody ornamental liners.



**WESTERN
MAINE NURSERIES INC.**
ESTABLISHED 1923

P.O. Box 250, Fryeburg, ME 04037
FAX: (207) 935-2043
E-mail: wmntrees@nxi.com
www.westernmainenurseries.com

For free information circle 92 on the Postage Paid Card

AZALEAS

DAVID'S NURSERY

PO BOX 926 EXMORE, VA 23350
PHONE 757/442-7000 FAX 757/442-5504

ILEX

For free information circle 93 on the Postage Paid Card

BERKEY'S NURSERY

"Growers of Genetically Superior Seedlings and Transplants"

138 Jefferson Street PO Box 215

Spartansburg, PA 16434-0215

1-800-203-9210 or Fax 814-654-7520

e-mail address: treeific-kathy@msn.com

Bare Root Nursery Stock Available for Spring 1998

Tree #	Species	Age	Size	Price/ 100	Price/ 1000	Classification	Source
93314	Balsam Fir	2-3	8-12"	\$73.00	\$520.00	Commercial	Nova Scotia
93316	Balsam Fir	3-210-16"		73.00	520.00	Commercial	Quebec
94420	Concolor Fir	2-2	8-14"	77.00	550.00	Commercial	Sante Fe, NM
94421	Concolor Fir	2-2	8-14"	77.00	550.00	*Commercial	Sante Fe, NM
95110	Douglas Fir	1-210-15"		88.00	630.00	Hand Picked	Lincoln, NM
96112	Douglas Fir	Plug+18-12"		88.00	630.00	Hand Picked	Lincoln, NM
94150	Douglas Fir	2-2	8-16"	64.00	460.00	Commercial	Shuswap Lake, BC
94230	Fraser Fir	sold out 2-2	7-12"	78.00	560.00	Hand Picked	Roan Mt., NC
93230	Fraser Fir	sold out 2-3	8-14"	91.00	650.00	Hand Picked	Roan Mt., NC
94240	Fraser Fir	2-2	8-14"	94.00	670.00	Hand Picked	Berkey's Seed Orchard
93240	Fraser Fir	sold out 2-310-16"		102.00	730.00	Hand Picked	Berkey's Seed Orchard
96242	Fraser Fir	Plug+18-12"		94.00	670.00	Hand Picked	Berkey's Seed Orchard
94350	Canaan Fir	2-2	8-12"	80.00	570.00	Commercial	Canaan Valley, WV
95030	Scotch Pine	1-2	9-14"	78.00	555.00	Hand Picked	Berkey's Seed Orchard
95031	Scotch Pine	1-2	9-14"	78.00	555.00	Hand Picked	Berkey's Seed Orchard
95060	Austrian Pine	sold out 1-2	8-12"	63.00	450.00	Commercial	
94072	White Pine	sold out 2-2	8-14"	74.00	530.00	Commercial	Manistee, MI
94500	Canadian Hemlock	2-2	8-12"	91.00	650.00	Commercial	Crawford County, PA
94820	Chinese Golden Larch	2-2	4-8"	77.00	550.00	Commercial	
96620	Col. Blue Spruce	2 yr.	5-9"	51.00	360.00	Hand Picked	Berkey's Seed Orchard
94620	Col. Blue Spruce	2-2	9-14"	97.00	690.00	Hand Picked	Berkey's Seed Orchard
94625	Col. Blue Spruce	2-212-16"		90.00	640.00	Hand Picked	Kutz Seed Orchard
95700	Norway Spruce	2-1	7-14"	53.00	380.00	Commercial	Crawford Co., PA
94700	Norway Spruce	sold out 2-210-16"		73.00	520.00	Commercial	Crawford Co., PA
94720	Serbian Spruce	sold out 2-2	7-14"	88.00	630.00	Commercial	
94711	White Spruce	2-2	9-16"	63.00	450.00	Commercial	Manistee, MI
94735	Englemann Spruce s.	out 2-2	6-12"	63.00	450.00	Commercial	
94840	Eastern Arborvitae	2-210-16"		70.00	500.00	Commercial	

Write or call for a Complete Price List

For free information circle 94 on the Postage Paid Card

Cowles, Richard S.
The Trojan Horse of the Nursery Industry. Proper cultural and management practices can help nursery professionals minimize the losses due to black vine weevil. Co-authors Daniel O. Gilrein and Steven R. Alm. Aug. 1, page 51

Davis, Rebecca G.
Brick by Brick. Brick sculptors can be a valuable asset to landscape architects and contractors by providing unique hardscape structures that enhance landscape designs. Dec. 1, page 51

Cashing in the Chips. An Illinois landscape contractor found a way to turn throwaway wood scraps into cash, and, as a result, founded a successful, environmentally friendly business. Nov. 15, page 38

Davison, Elizabeth
Arizona Yard Waste Compost as a Container Medium. Co-authors Jimmy Tipton and Marcos Garcia. Aug. 15, page 94

Propagation 101. To successfully initiate rooting of leafy stem cuttings for woody plants, you must handle cuttings correctly and provide the proper environment. Jan. 1, page 45

Deno, Norman C.
Primula kisoana. Field Notes. March 1, page 94

Devine, Richard
Asian Carpets. For versatile, low-maintenance groundcovers that beautify a landscape, look no further than Liriope and Ophiopogon. March 1, page 58

Gingerly Speaking. Beautiful, versatile and easy to maintain, gingers are becoming a more popular choice for the Southern garden. Oct. 15, page 30

A Little Bit o' Blue. With azure to indigo hues, blue perennials can add depth and a cooling effect to the landscape. Feb. 1, page 58

Dick, Warren A.
Natural Suppression. The Ohio Agricultural Research and Development Center has uncovered ways to keep compost low in pathogens and high in beneficial organ-

isms. Co-authors Harry A.J. Hoitink, David Y. Han, Alexandra G. Stone, Matthew S. Krause and Weizheng Zhang. Oct. 1, page 90

DiSabato-Aust, Tracy
Change for the Better. Proper bed preparation not only enhances perennial growth, but reduces the need for future maintenance as well. Dec. 1, page 40

Dobyns, Brian
Native Ties to the Community. How nursery professionals can market native plants to landowners, developers and homeowners. Feb. 1, page 69

Donleavy-Johnston, Dr. Suzan
Take Two Plants and Call Me in the Morning. Garden center customers may find the stories associated with homeopathic medicine interesting, which could help you sell the plants on which these remedies are based. April 15, page 57

Ecker, Michael E.
Gentiana asclepiadea. Field Notes. Nov. 15, page 86

Ulmus 'Urban'. Field Notes. Jan. 1, page 118

Ensman, Richard G. Jr
Profitable Giving. By donating time, money or space to a charity, your business can attract new customers and increase profits while helping a worthy cause. April 1, page 91

Fahmy, Amy
Watching the Grass Grow. With their stunning features, easy propagation and low-maintenance requirements, ornamental grasses are gaining in popularity. June 15, page 60

Farmer, Jenkins
Gentle Zephyrs. With pink, white or yellow blossoms, zephyr lilies can add striking masses of color to the summer landscape. Feb. 15, page 34

Ferdinandson, Jean
Carpinus caroliniana. Field Notes. July 1, page 118

Fitzgerald, Tonie
Nifty Northwest Natives. Native inland Northwest trees and shrubs tolerate and even thrive in harsh

conditions — including drought, heat and cold — making them excellent candidates for a number of landscapes. Jan. 1, page 38

Flynn, Paula H.
Deciphering Diseases. With keen observation coupled with some basic knowledge, anyone can diagnose diseases on woody ornamentals. Co-author Mark L. Gleason. Sept. 15, page 30

Frey, Debbie
Perennials So Hot, They Sizzle. Offering new, unusual and under-used perennial varieties will help attract customers, while setting you apart from your competitors. June 15, page 46

Gainer, Beth L.
The Details of Retail. A Maine garden center achieves success by striving for self-improvement. Oct. 15, page 52

Garden Cathedral. A Pennsylvania church garden captures the essence of a cathedral in this Superior. Site. May 15, page 56

A Teacher's Touch. A North Carolina researcher devotes his life to helping others improve woody-plant propagation techniques. Jan. 1, page 26

Where Everybody Knows Their Name. With persistence, hard work and marketing savvy, a Kansas garden center achieves success — and name recognition. June 15, page 38

Working for an Education. Longwood Gardens offers a hands-on training program to prepare people for a career in the nursery industry. April 1, page 60

Garcia, Marcos
Arizona Yard Waste Compost as a Container Medium. Co-authors Jimmy Tipton and Elizabeth Davison. Aug. 15, page 94

Gill, Stanton
A New Closed-Loop System. Research on the Cellugro inground production system shows that it could be a useful method for growing woody plants and perennials while conserving and recycling irrigation water.

Co-authors Dr. Russell Balge and Dr. David Ross. Oct. 1, page 68

Pearleaf Blister Mite
Adapts to Feed on Ornamental Pears. Jan. 1, page 8

Gilmer, Maureen
Zappettini's Poplars. A California plantsman spends a lifetime developing easily planted poplars that are ideal for erosion control and screening. Feb. 15, page 24

Gilrein, Daniel O.
The Trojan Horse of the Nursery Industry. Proper cultural and management practices can help nursery professionals minimize the losses due to black vine weevil. Co-authors Richard S. Cowles and Steven R. Alm. Aug. 1, page 51

Gioia, Vincent G.
Infringed Upon. The reversal of a court decision regarding the alleged infringement of a plant patent has one California attorney rallying for pressure on Congress to amend the Plant Patent Act. Nov. 1, page 56

Gleason, Mark L.
Deciphering Diseases. With keen observation coupled with some basic knowledge, anyone can diagnose diseases on woody ornamentals. Co-author Paula H. Flynn. Sept. 15, page 30

Grech, Nigel M.
Methyl Iodide: An Alternative to Methyl Bromide. Co-authors James J. Sims, Howard D. Ohr, J. Ole Becker and Milt E. McGiffen Jr. March 1, page 64

Hamersma, Bob
The Adventures of Mr. Compost. Using state-of-the-art composting techniques, equipment and facilities, a family business that once trucked topsoil door to door has turned into a thriving company that manufactures it. Co-author Dr. Calvin Chong. March 1, page 26

Han, David Y.
Natural Suppression. The Ohio Agricultural Research and Development Center has uncovered ways to keep compost low in pathogens and high in beneficial organisms. Co-authors Harry

Dashney Nursery

12454 Beaverton Road
Poplar Grove, IL 61065



GROWERS OF QUALITY
NURSERY STOCK

Many large trees available

Maple, Oak, Ash, Locust, Birch, Linden, Hawthorne
Sizes to 5"

Shrubs and Evergreen also

phone (815) 765-3148 fax (815) 765-3148

For free information circle 95 on the Postage Paid Card

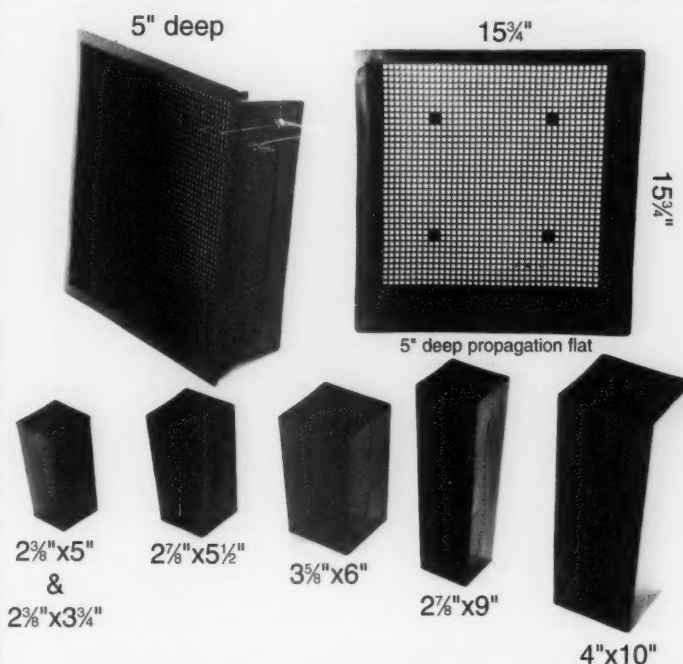
HAPPY NEW YEAR!

4" X 10" DEEP TREE BAND

AND

2 3/8" X 3 3/4" DEEP BAND

(HOLDS MORE SOIL THAN 2 1/4" ROSE POT - DEEPER & LESS TAPER!!)



SEND FOR SAMPLES TODAY!
ANDERSON DIE & MFG Co., Inc.

2425 S.E. Moores St.
(503) 654-5629

Portland, OR 97222
FAX (503) 654-5655

For free information circle 96 on the Postage Paid Card



Growers of Shade and Ornamental Trees
Shrubs and Evergreens B & B and Containers

Specializing in Hardy Boxwood that are
"Still Green in the Spring"

Scarff's Nursery, Inc.
411 North State Route 235
New Carlisle, Ohio 45344
www.scarffs.com

800-878-2987
937-845-3821
Fax 937-845-9731
E-Mail: scarffnurs@aol.com

For free information circle 97 on the Postage Paid Card

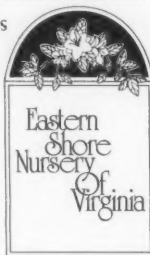


WHO CARES IF WE GIVE OUR FRUIT TREES AN EXTRA YEAR OF GROWTH?

Maybe you should care. Most fruit trees are potted and shipped in the same season. They don't have much of a root system – and little chance to survive. Our Stark Bro's trees are grown for an extra year which means they are fully rooted when shipped. So your customer gets a tree that will thrive. When you buy fruit trees with an extra year of growth your bottom line will grow too.



Call Eastern Shore Nursery
of Virginia today to order the
hardest selling fruit trees you
can buy.



Keller, Virginia • 1-800-323-3008 • www.esnursery.com

For free information circle 98 on the Postage Paid Card

A.J. Hoitink, Alexandra G. Stone, Matthew S. Krause, Weizheng Zhang and Warren A. Dick.
Oct. 1, page 90

Hawke, Richard G. Climbing to the Top. Studies conducted at the Chicago Botanic Garden have discovered that many clematis are suitable for northern climates.
Oct. 1, page 44.

Haydu, Dr. John J. To Bag or to Pot? Research at a Florida nursery compares the economic benefits and costs of bag-to-pot and pot-in-pot production methods.
April 15, page 40

Hayward, Pat A Tale of Many Mugs. Many newer mugo pine cultivars offer landscapers and consumers excellent choices that remain a suitable size for small spaces.
April 1, page 78

Henning, Jack Eupatorium Euphoria. With their mid- to late-season bloom period and fascinating history, eupatoriums help extend customer interest in perennial borders.
April 15, page 60

Love Me Tender. Native to Asia and Africa, these butterfly bushes may be tender, but they can make a strong statement in the landscape.
Aug. 1, page 24

Hinkley, Dan A Plant Treasure Hunt. The US nursery industry has much to gain from obtaining and offering overseas trees and shrubs.
July 15, page 56

Hoitink, Harry A.J. Natural Suppression. The Ohio Agricultural Research and Development Center has uncovered ways to keep compost low in pathogens and high in beneficial organisms. Co-authors David Y. Han, Alexandra G. Stone, Matthew S. Krause, Weizheng Zhang and Warren A. Dick.
Oct. 1, page 90

Holt, Dr. James S. Labor Laws and Obligations. Part I: Random reviews are on the rise in the nursery industry as the US Department of Labor is closely monitoring compliance

with the Fair Labor Standards Act.
July 1, page 32

Labor Laws and Obligations. Part II: The rules governing migrant and seasonal workers are complex, requiring nursery professionals to be continuously attentive to compliance.
July 15, page 78

Labor Laws and Obligations. Part III: The Immigration Reform and Responsibility Act of 1996 puts pressure on employers and employees to follow government guidelines.
Aug. 1, page 58

Hooks, Jennifer Jaros Building an Oasis. Colors, shapes and textures blend to honor the desert at this Arizona Superior Site.
Nov. 15, page 30

From Screwdrivers to Seed. This Midwest garden center owner proves that good service and an unusual product mix attracts customers.
Aug. 15, page 82

New Plants for 1998. Eighty-two plant introductions from commercial and noncommercial sources. Co-author Kevin E. Manzel.
Dec. 15, page 26

Jackson, Donald W. Success is Spelled V-O-L-U-N-T-E-E-R. Effectively managing volunteers can raise your company's profile in both the civic and business community.
Nov. 1, page 28

Jarantoski, Kris S. Daphne mezereum. Field Notes.
Feb. 15, page 90

Elsholtzia stauntonii. Field Notes.
Dec. 15, page 130

Wisteria macrostachys. Field Notes.
Sept. 1, page 102

Jaros, Jennifer Building a Majestic "Moat." Cobblestone pathways and vibrant perennials bring some Old World charm to a Midwest residence in this Superior Site.
April 1, page 70

Dirr's CD-ROM Assists Professionals and Students Alike. CyberGuide.
June 1, page 8

Sales Soar for One Small-Nursery Web Site. April 15, page 49

Terrific Tryouts. After a two-year audition, the winners of the 1998 All-America Rose Selections are ready to step into the limelight. May 15, page 26

Johnson, Gary R. Secret Agents. Trees and shrubs may show damage that appears to be from insects or disease, when it is actually caused by mechanical, chemical or physical agents. Aug. 15, page 57

Jones, C. Dwayne Acer triflorum. Field Notes. Oct. 1, page 138

Kitto, Dr. Sherry Catching the Micro Wave. Because the proper protocols can help micropropagation go smoothly, here is some advice from a tissue culture expert on creating and establishing clonal propagules. Oct. 1, page 34

Klein, Margaret Bemis Plum of a Plant. An evergreen shrub grown mostly for its handsome appearance, Carissa is a select choice for warm-climate landscapes. Dec. 1, page 36

Klingaman, Gerald L. East Meets West. Early plant explorers risked their lives to introduce the beautiful and diverse flora of China to the Western world. July 15, page 28

Knox, Gary W. Evaluation of Plant Tags Containing Information on Plant Pests. Co-authors Russell F. Mizell III and Don E. Short. Nov. 15, page 60

Landscape 2000. Here are one landscape professional's landscape predictions for the 21st century. Oct. 1, page 80

Koplinka-Loehr, Carrie Same Trees, Fewer Pests. Choosing pest-resistant alternatives to common tree species can result in a low-maintenance, healthy landscape. Feb. 1, page 51

Krause, Matthew S. Natural Suppression. The Ohio Agricultural Research and Development Center has uncovered ways to keep compost low

in pathogens and high in beneficial organisms. Co-authors Harry A.J. Hoitink, David Y. Han, Alexandra G. Stone, Weizheng Zhang and Warren A. Dick. Oct. 1, page 90

Lang, Dr. Harvey Holiday Surprise. Holiday cactus features a unique habit and long life-span. Here are some tips on how to start your own crop. Feb. 1, page 42

Larson, Richard A. Ilex opaca 'Brilliance'. Field Notes. Aug. 1, page 90

Lowndes, Leil Power to the People. By empowering your employees and building a team-based company, you can retain valuable workers, improve productivity and create a comfortable business environment. May 1, page 70

Lumis, Dr. Glen P. Influence of Cultural Factors on Pot-in-Pot Shade Tree Growth. Co-authors Dr. Christine L. Murray and Dr. Calvin Chong. March 15, page 60

Macdonald, Douglas Ten Pieces of Silver. Plants with silver foliage can bring a touch of light to an otherwise dark landscape. Feb. 15, page 40

Manley, Dr. Reeser C. A Valid ID. The ability to identify plants on sight is essential for both industry certification and success as a nursery professional. With time and the proper tools, you can teach yourself how to recognize plants quickly and easily. Nov. 15, page 43

Manzel, Kevin E. 1996 Wage and Benefit Survey. The nursery industry raised its wages and diversified its benefits in 1996 in order to compete for the dwindling labor supply. June 1, page 29

All in the Family. An Arthur Andersen survey reveals many family-owned businesses will soon be changing ownership, yet they may not be prepared for the ensuing financial obligations. Oct. 1, page 28

Cultivating Compliance. Nursery professionals

14377 Whiskey Hill Rd.
Hubbard, OR 97032
503-981-7517



KING'S INDUSTRIES

ROW DISCS

Increase profits with the speed of a disc versus a tiller. Size from 32" - 40"



400+ lbs of heavy cutting action.

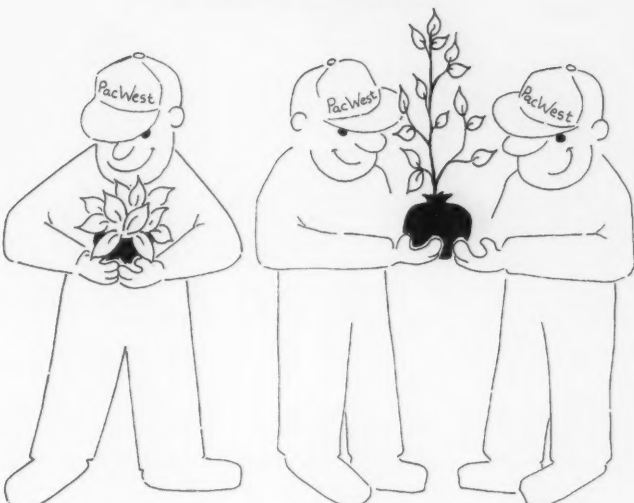
36" CULTIVATORS

24" or 30" stainless steel seeders



For free information circle 99 on the Postage Paid Card

We'll Get It There With Care!



PacWest Transport

Shipping the Best of the West

(503) 641-8828 or 1-800-333-4434

P.O. Box 91220
Portland, OR 97291-1220

For free information circle 101 on the Postage Paid Card



**HERMES
NURSERY**

**—We are looking
forward to seeing
you this winter!**

WESTERN
January 4, 5 & 6
Kansas City, MO

ProGreen Expo
January 28, 29 & 30
Denver, CO

**Now Growing Over
130 Varieties of Shade
and Ornamental Trees,
Shrubs, and Conifers.**

Call: (800) 441-2403

"A Growing Tradition in Kansas City since 1965"

For free information circle 102 on the Postage Paid Card

BIG JOHN TREE TRANSPLANTERS

DEPENDABLE, VERSATILE, A PROVEN PERFORMER

NEW • FACTORY RECONDITIONED • USED

- Truck Mounted Transplanters • Loader Mounted Transplanters
- Trailer Mounted Transplanters • Pod Trailers & Free Standing Pods

"RELY ON BIG JOHN"

Big John Tree Transplanter Mfg., Inc.
PO Box 608, 25 Rock Products Rd.
Heber Springs, Arkansas 72543
Web Address: www.big-john.com

(800) 643-8039

Fax (501) 362-5407



For free information circle 103 on the Postage Paid Card

with seasonal work forces are feeling the intense pressure of government labor-law enforcement. Some associations are forming to help growers avoid legal pitfalls. Nov. 15, page 51

New Plants for 1998. Eighty-two plant introductions from commercial and noncommercial sources. Co-author Jennifer Jaros Hooks. Dec. 15, page 26

A Parade of Perennials. Members of the Perennial Plant Association offer their introductions and recommendations of little-known perennials. Nov. 1, page 32

Marcotrigiano, Dr. Michael What Makes Double Flowers Double? Mutations in specific control genes are resulting in showier and often sterile versions of well-known ornamentals. Feb. 15, page 46

Marx, Dr. Donald H. A Symbiotic Gesture. By using mycorrhizal fungi, growers can increase woody plant growth and tolerance to environmental stresses. March 15, page 40

Mattson, Dr. Richard H. Benefits of Community Gardening on Quality-of-Life Issues. Co-authors Tina M. Waliczek and Dr. Jayne M. Zajicek. May 15, page 70

McCoy, Susan 100 Years and Still Growing Strong. The Conard-Pyle Co. celebrates its anniversary with a century worth of roses and other firsts. May 15, page 52

McGiffen, Milt E. Jr. Methyl Iodide: An Alternative to Methyl Bromide. Co-authors James J. Sims, Howard D. Ohr, Nigel M. Grech and J. Ole Becker. March 1, page 64

McGuigan, Patrick J. Propagation of *Quercus phillyreoides* Stem Cuttings. Co-authors Dr. Frank A. Blazich and Dr. Thomas G. Ranney. April 15, page 72

Meacham, Guy E. Homing in on Hamamelidaceae. Although they vary in size and color, members of the

Hamamelidaceae do have one thing in common: They can live up a landscape. Here are some popular varieties and tips on how to propagate them. April 15, page 34

Miller, Dr. Frederic Developing Better Elms. Research at The Morton Arboretum indicates that disease- and pest-resistant Asian species may be good street-tree substitutes for American elm. Co-author Dr. George Ware. Aug. 15, page 44

Making Biological Controls Work for You. Biological controls can be an effective part of a pest-management program. Feb. 1, page 10

Mizell, Russell F. III Evaluation of Plant Tags Containing Information on Plant Pests. Co-authors Gary W. Knox and Don E. Short. Nov. 15, page 60

Moore, Larry W. Controlling Crown Gall. Learn how to identify this deadly tumor-forming disease and protect plants before it strikes. May 15, page 40

Murray, Dr. Christine L. Influence of Cultural Factors on Pot-in-Pot Shade Tree Growth. Co-authors Dr. Glen P. Lumis and Dr. Calvin Chong. March 15, page 60

Newton, Judy Transforming the Landscape From Flat to Fabulous. Structural plants can add height and presence to landscapes both large and small. Aug. 15, page 66

Ohr, Howard D. Methyl Iodide: An Alternative to Methyl Bromide. Co-authors James J. Sims, Nigel M. Grech, J. Ole Becker and Milt E. McGiffen Jr. March 1, page 64

Olhava, Dick Print as You Plant with Automatic Labeling. On-demand and automatic container labeling has decreased labor requirements for this wholesale grower. Sept. 15, page 58

Orton, Dr. Elwin R. Jr Bred for Success. Rutgers University's woody ornamentals breeding program in New Jersey has produced some wonder-

ful holly and dogwood hybrids during its more than 30 years of trials. Sept. 15, page 50

Otis, D.R.

Small Maples: Little Known, Seldom Grown. Studies conducted at Cornell University show that many uncommon maples can be propagated with innovative cutting techniques. Co-author Peter Podaras. Sept. 1, page 34

Panczyk, Tania D.

Controlling Their Destiny. A Colorado retailer's willingness to change has allowed it to survive and successfully compete in its market. March 1, page 50

Riders of the 'Purple Wave'. Growers and retailers are giving PanAmerican Seed's purple trailing petunia high marks, but are reserving judgment on the newer pink variety. Feb. 1, page 37

Spotlight on Summer Shows. A preview of this summer's trade shows and conferences. April 15, page 69

Pellett, Dorothy J. *Geranium wlassowianum.* Field Notes. March 15, page 90

Perry, Dr. Leonard P. **Keeping Their Feet Warm.** Research on the cold hardiness of perennials and effectiveness of overwintering methods can help nursery professionals get containerized plants through Northern winters alive. July 1, page 80

Perry, Phillip M. **The ABCs of HMOs.** You must research your options to find the best one for you and your employees. March 15, page 54

Confronting the No-Show. Employee absenteeism is a costly problem that business owners need to handle quickly, concretely and consistently. Jan. 15, page 89

The Do's and Don'ts of Direct Mail. Sept. 1, page 68

How to Buy Computer Advice and Consulting. Good preplanning and active oversight can help you avoid a number of costly traps when hiring a

computer consultant. July 1, page 86

Learning the Trade. Having a specific plan before you attend a trade show ensures your business will get the most out of what the show has to offer. Nov. 1, page 70

Negative Impact. Turn employee attitudes from sour to sweet with these tips. Aug. 15, page 91

The Sticks and Stones of Competition. Defaming the competition won't bring you customers — but it can bring you into court. Feb. 15, page 56

Using the Media to Your Benefit. Knowing how to write a proper press release will enable you to receive media attention. May 15, page 65

Pill, Dr. Wallace G. **Filling the Voids.** Using amendments to alter landscape soils or container media ensures that roots receive adequate water and air. June 15, page 30

Podaras, Peter **Small Maples: Little Known, Seldom Grown.** Studies conducted at Cornell University show that many uncommon maples can be propagated with innovative cutting techniques. Co-author D.R. Otis. Sept. 1, page 34

Quarles, Dr. William **Steam — The Hottest Alternative to Methyl Bromide.** Growers may want to consider steam as a method for soil fumigation, as methyl bromide's ban approaches. Aug. 15, page 37

Randaci, Angelo *Begonia grandis subsp. evansiana.* Field Notes. Dec. 1, page 90

Ranney, Dr. Thomas G. **Nitrogen Nutrition of Containerized Cupressus arizonica var. glabra 'Carolina Sapphire'.** Co-authors Hunter L. Stubbs, Dr. Stuart L. Warren and Dr. Frank A. Blazich. Oct. 15, page 60

Propagation of Quercus phillyreoides Stem Cuttings. Co-authors Patrick J. McGuigan and Dr. Frank A. Blazich. April 15, page 72

SEEDLINGS TRANSPLANTS ROOTSTOCKS LINERS SEED FRUIT TREES

SEEDLINGS TRANSPLANTS ROOTSTOCKS LINERS SEED FRUIT TREES



We have the largest selection of field-grown liners and rootstock in the wholesale nursery trade.

We actively research and develop improved cultural methods to provide our customers with the highest quality nursery stock available!

Call for FREE catalog!



Quality... from the roots up.


LAWYER NURSERY INC.

TEL. (406) 826-3881 FAX (406) 826-5700
950 Highway 200 West Plains, Montana 59859

SEEDLINGS TRANSPLANTS ROOTSTOCKS LINERS SEED FRUIT TREES

For free information circle 104 on the Postage Paid Card

TREEKOTE




The most versatile tree wound dressing on the market.

- For after pruning of trees, rosebushes and other shrubs and vines.
- For use in tree surgery.
- For propagating orchids.
- For after grafting.
- Shields tree wounds from decay.
- Withstands all weather — hot, cold, wet or dry.
- All containers are attractive, lithographed and sales-appealing.

WEED WACKER GUARDS

Protects trees against weed wackers and lawnmowers.

- Allows for easy trimming.
- Promotes healthy growth.
- Heavy long lasting vinyl.
- Natural color • 6 inches high.

CLARK'S TREE WRAPS



3 in. x 50 ft.

4 in. x 150 ft.

TREE STAKE KITS




VINYL TREE GUARDS

Protect your trees against sun scald • severe frosts • rodents wind burn • lawn trimmers Preserves moisture content of bark. Reusable.

24" and 36" lengths

TROWBRIDGE GRAFTING WAX



Oldest and best known on the market.

Headquarters for Grafting, Pruning and Budding Materials and Supplies. **SINCE 1885**

WALTER E. CLARK & SON

P.O. BOX 756 • 203-795-1235 • FAX 203-799-8683 • ORANGE, CONN. 06477

NOTE: Special low prices on bulk vinyl tree guards & tree wraps.

For free information circle 105 on the Postage Paid Card

Musser Forests

QUALITY LINERS



		Price ea. 25 to 99	Price ea. 100 to 499	Price ea. 500 or more
European White Birch, Betula verrucosa				
2-yr. Seedlings	2-3 ft.	\$1.04	\$.98	\$.65
2-yr. Seedlings	3-4 ft.	1.59	1.49	.99
Buttonbush, Cephalanthus occidentalis				
2-yr. Seedlings	4-10"	\$.79	\$.74	\$.49
Chinese Dogwood, Cornus kousa				
1-yr. Seedlings	6-12"	\$.78	\$.73	\$.49
1-yr. Seedlings	12-18"	1.33	1.25	.83
Paulownia, P. tomentosa				
1-yr. Root stock		\$1.52	\$1.45	\$.95
Willow, Banker, Black, Streamco				
1-yr. Transplants	1-2 ft.	\$1.28	\$1.20	\$.80
Viburnum, Cranberry, Arrowwood				
3-yr. Seedlings	1-3 ft.	\$1.52	\$1.43	\$.95

Write or fax for our complete list.
We ship to all U.S. states and Canada.

Dept. 16-A **MUSSER FORESTS, INC.**
PO BOX 340 • INDIANA, PA 15701 • PHONE (412) 465-5685 • FAX (412) 465-9893

For free information circle 110 on the Postage Paid Card

Winter Protection

A white non-woven polypropylene material used for frost protection during winter and early spring. Designed to let rain and irrigation through while holding in precious heat. Since the material breathes, there is no need to be concerned about foliage burn as with white plastic.



Weights

- 2 ounces per square yard (Light)
- 4 ounces per square yard (Medium)
- 6 ounces per square yard (Heavy)

Widths

10', 12' and 15'

Length

300 yards

Panels can be joined together for custom sized widths and lengths.

Cover your plants with Winter Protection Fabric

Benefits:

- Made from durable, light weight non-oven polypropylene.
- This permeable fabric allows irrigation and limited air flow while restricting heat loss. It's not necessary to remove this fabric on those usually sunny days due to its unique design.
- This white fabric is available in 10', 12' and 15' widths and can be joined together for wider widths.
- With limited care this fabric can be used for up to 6 seasons and possibly longer.
- Available in light, medium and heavy weights, to fit your particular climate.

L & M Supply Co., Inc.

Nashville, Georgia 31639
Telephone (912) 686-7068
Fax (912) 686-7101

Call for information.
(800) 948-7870

For free information circle 111 on the Postage Paid Card

authors Russell F. Mizell III and Gary W. Knox.
Nov. 15, page 70

Sibelius, Troy D.
Limiting Design Liability. Landscape designers, architects and contractors can reduce their risk for costly lawsuits by securing professional liability insurance and using risk-management techniques.
Sept. 1, page 73

Sims, James J.
Methyl Iodide: An Alternative to Methyl Bromide. Co-authors Howard D. Ohr, Nigel M. Grech, J. Ole Becker and Milt E. McGiffen Jr.
March 1, page 64

Smith, Laurie J.
The Problems of Nontarget Herbicide Injury. Are your landscape plants showing signs of poor health? If so, they could be victims of nontarget herbicide injury.
May 1, page 49

Speichert, C. Greg
The Lotus Revolution. The rising popularity of tub gardens and tabletop ponds is fueling interest in both

full-size and miniature lotus. Here are some tips and recommendations. April 15, page 28

More than Swamp Things. Large, waterlogged sites shouldn't deter landscapers. There are many beautiful, water-tolerant trees that fit the bill. Co-author Susan Speichert. Dec. 15, page 78

Planting on the Edge. Companion plants can soften the border between water features and the surrounding areas to create harmony between landscape and sea. Nov. 1, page 48

The Rising Tide in New Aquatics. In this Noah's Ark of new water plants, you can find the showy and the subtle, including a range of pond-edge plants with variegated forms. June 1, page 42

When in China...With China opening its doors to the West, US nursery professionals are opening their doors to many Chinese tree peonies. July 15, page 48

COMPOSTED RICE HULLS



LOWEST COST GROWING MEDIA ON THE MARKET, CAN REPLACE PINE AND PEAT REFER TO ARTICLE IN AMERICAN NURSERYMAN MAY 15, 1994 PAGE 47

VINCA MINOR

DOCK SITE, INC
WARSAW, IL
800-272-4175

For free information circle 112 on the Postage Paid Card

When Iris Sites are Smiling. You can provide good erosion control and add splashes of magnificent color to wet landscapes with Northern water iris. Jan. 15, page 26

Speichert, Susan
More than Swamp Things. Large, waterlogged sites shouldn't deter landscapers. There are many beautiful, water-tolerant trees that fit the bill. Co-author C. Greg Speichert. Dec. 15, page 78

Stamen, Randall S.
Preventing Green-Industry Lawsuits. Common sense and careful interaction with customers can keep you out of the courtroom. Sept. 15, page 69

Stanley, Marion E.
Survival Rate of Oak Nursery Stock vs. Acorns. Co-authors Theodore E. Adams and Peter B. Sands. June 15, page 64

Stegelin, Dr. Forrest E.
The Problems of Expanding Production Operations. March 15, page 60

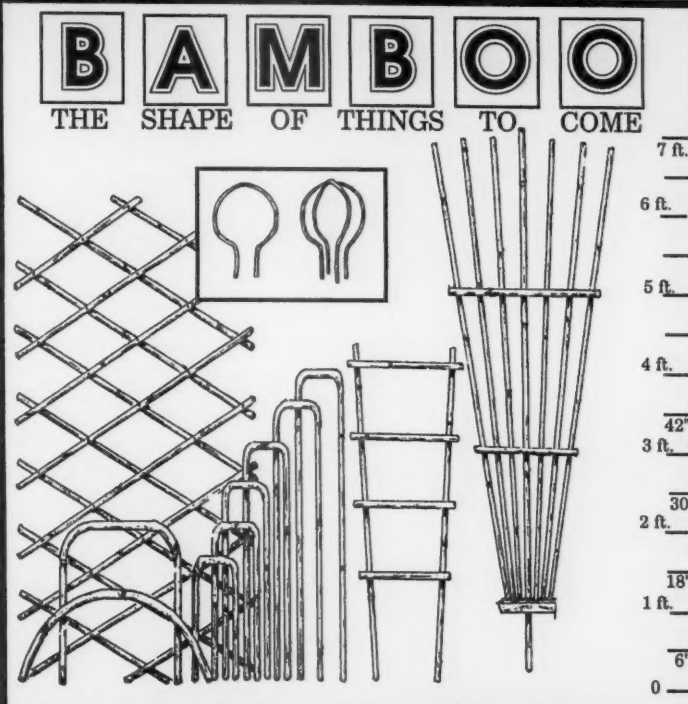
Steingold, Fred S.
Don't Ask, Won't Tell. Knowing the 10 things your lawyer may not tell you can save you money, time and surprises. Feb. 15, page 59

Ensuring Your Insurer Will Pay. Don't let insurance disputes add to the trauma of a catastrophic loss. Sept. 15, page 72

The How-to of Employee Handbooks. Employee handbooks are an effective way for businesses to outline their policies and safeguard against employee lawsuits. March 15, page 52

Planning for the Future. Setting up a living trust will help your family save time and money when settling your estate. Oct. 1, page 99

Stoffregen, Joe
A Vision and a Plan. A successful North Carolina nursery and garden center becomes even more profitable by creating and implementing a sound business plan. Dec. 1, page 28



FOR ALL YOUR BAMBOO NEEDS - EASTERN STAR TRADING CO.

CALL 800-522-0085

For free information circle 114 on the Postage Paid Card

McGinnis Farms

- Wholesale Nursery
- Landscape Supplies
- Irrigation Products

DIRECT SALES DIVISION

Wholesale Brokerage Service

Quality Landscape Plants Shipped Throughout The Southeast

Let your sourcing, purchasing and shipping be coordinated by our professionals. We utilize hundreds of growers throughout the country to supply your needs.

Field and container grown landscape materials from Bare Root to Large Caliper Trees shipped directly to your job site.

Call Scott Offen, Gregg Granade or Phillip Treadwell at

770-569-8682

Fax 770-740-2837

Email: mcdirect@aol.com

5610 McGinnis Ferry Road
Alpharetta, GA 30202

For free information circle 113 on the Postage Paid Card



OVER FORTY YEARS INVESTED IN PERENNIALS

Capitalize your earnings potential. Our field grown stock yields big bareroot dividends. We've been producing bareroot stock since our business began in 1955. Our customers can barely believe our bigger bareroot plants. Reserve your stock for quick maturity.

BARE DOWN ON THE ROOT OF OUR INVESTMENT!

And let us take a moment to bare our thoughts about our other stock options. As a top grower of quality perennials, we also offer longstanding investments of both container grown stock and our popular plugs.

Big Bonuses with Bareroot Hostas. Available July, 1998.

Invest in our stock of **Pblox. Bareroot or 11"x11" half flat — A prime performer.**

1-888-378-7800

Please call toll free or write. Visit us at:
MidAm Booth #322, 323
CENTS Booth #306, 308

SAWYER NURSERY.

5401 Port Sheldon Road, Hudsonville, MI 49426 (616) 669-9094 FAX (616) 669-9310

For free information circle 115 on the Postage Paid Card



Start

Opening a World of Opportunity



► Get more:

Productivity in your operation

Profit in your business

Control in your life...

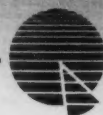
Start magnifying your opportunities...

with computer technology combining the power of Microsoft Windows with the green industry's foremost business suite.

The business of doing business just got easier with SLICEplus business solutions. Gain the competitive advantage today!

SLICEplus

Thornton Computer Management Systems
424 East U.S. 22 • Maineville, OH 45039 • 800/543-7249 • FAX: 513/683-6538



For free information circle 116 on the Postage Paid Card

Stone, Alexandra G.
Natural Suppression.
The Ohio Agricultural Research and Development Center has uncovered ways to keep compost low in pathogens and high in beneficial organisms. Co-authors Harry A.J. Hoitink, David Y. Han, Matthew S. Krause, Weizheng Zhang and Warren A. Dick.
Oct. 1, page 90

Strother, Ellen Vincent
Profitable Perennial Promotion. *With careful planning and a little creativity, you'll have perennial display gardens that attract new customers, showcase plants and stimulate seasonal sales.*
Jan. 15, page 83

Struve, Dr. Daniel K.
Container Production of Bare-Root Whips.
Jan. 15, page 96

Stubbs, Hunter L.
Nitrogen Nutrition of Containerized *Cupressus arizonica* var. *glabra* 'Carolina Sapphire'. Co-authors Dr. Stuart L. Warren, Dr. Frank A. Blazich and Dr. Thomas G. Ranney.
Oct. 15, page 60

Sullivan, Steve
Improving IPM. *Implementing proper cultural practices can enhance integrated pest management programs and greatly reduce pest and disease problems.*
Oct. 15, page 24

Svenson, Sven E.
Making Your Bed. *Capillary sandbeds keep containerized plants watered efficiently and evenly.* Co-authors Dave G. Adams and Robert L. Ticknor.
Jan. 15, page 60

Slow and Steady.
Subirrigation of container-grown nursery crops holds many advantages over other irrigation systems. Co-authors Dave G. Adams and Robert L. Ticknor.
Jan. 15, page 50

Thompson, J.R.
Success Begins Belowground. *Understanding woody-plant root systems and how they affect the success of transplanted specimens will help you sell and install them.* Jan. 15, page 45

Ticknor, Robert L.
Making Your Bed.



Waynesboro Quality. Waynesboro Service. Outstanding Value.

Waynesboro Nurseries is the one that puts it all together for you. Quality. Service. Good prices. It all adds up to the best value in the industry. On our 1,200 acres of production area in the Shenandoah Valley, we grow an impressive variety of planting stock—shade trees, shrubs, perennials, grasses and groundcovers.

And we have streamlined our order processing to provide the quick turnaround and dependability our clients demand.

Talk with us about your needs. We guarantee satisfaction with every purchase.

Waynesboro Nurseries, Inc.

P.O. Box 987, Waynesboro, VA 22980 • 800-868-8676 • FAX 540-946-3814



For free information circle 117 on the Postage Paid Card

Bare Root Trees

Fruit

Apple
Apricot
Peach
Nectarine
Cherry
Pear
Plum

Shade

Ash
Maple
Locust
Birch
Red Bud
Oak
Willow
Linden

Premium Quality

Ornamental

Flowering Crab
Weeping Crab
Flowering Cherry
Flowering Plum

Baker West, Inc

20495 Butteville Road
Hubbard, Oregon 97032
Phone: (503) 678-1214
Fax: (503) 678-1250

Quality and Service
Since 1956
A Family Tradition



For free information circle 118 on the Postage Paid Card

Capillary sandbeds keep containerized plants watered efficiently and evenly. Co-authors Dave G. Adams and Sven E. Svenson. Jan. 15, page 60

Slow and Steady. Subirrigation of container-grown nursery crops holds many advantages over other irrigation systems. Co-authors Dave G. Adams and Sven E. Svenson. Jan. 15, page 50

Tipton, Jimmy
Arizona Yard Waste Compost as a Container Medium. Co-authors Elizabeth Davison and Marcos Garcia. Aug. 15, page 94

Tubesing, Charles
Another Look at First-Rate Plants. The Ohio Nursery and Landscape Association offers growing tips and landscape uses for Midwest ornamentals. July 1, page 62

Upchurch, Brian L.
Enkianthus cernuus var. rubens. Field Notes. June 15, page 90

Van Dellen, Jim
Bridging the Island

Kauai. A 2-acre, European water feature on the island of Kauai was transformed into a lush, tropical setting. Sept. 15, page 42

Christmas Giftware: Birdhouses and Beyond. Garden centers are diversifying their novelty items to feed consumer demand for collectibles. Aug. 1, page 40

HRI's New Agenda. The Horticultural Research Institute will be shifting its research efforts toward mechanization and labor issues. Sept. 15, page 26

Mount Rushmore Revisited. Landscape architects and designers tried to maintain the natural balance between the Black Hills and new visitor-center structures at this Superior Site. July 15, page 72

New Products Showcase. Technology and conservation are two themes found throughout this roundup of new products for growers and landscapers. July 1, page 38

Availability currently ranges from 15-18" to 24-30". Other taxus varieties also available.



TAXUS DENSIFORMIS

Call for pricing and shipping information today!



LOG BARN
Nursery

**(717) 387-1789
(800) 326-9228
Fax (717) 387-6874
109 Quarry Drive
Bloomsburg, PA 17815**

For free information circle 120 on the Postage Paid Card

**"YOUR
PAD OR
MINE?"**



The Largest Selection of
High Quality Water Plants.
For a good pond, call...

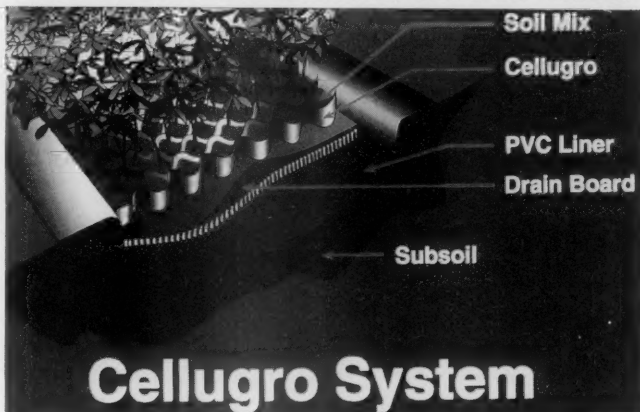
CRYSTAL PALACE PERENNIALS



P.O. Box 154
St. John, IN 46373
219-374-9419
Fax 219-374-9052
gspichert@aol.com

For free information circle 119 on the Postage Paid Card

DISCOVER A WHOLE NEW WAY TO GROW



Cellugro System

The 30 Year Plant Production System

- Increased Production on Less Land • Less Irrigation Required
 - No Potting Machine Required • Less Labor to Plant and Maintain
 - Larger, Stronger Plants • One time installation
 - Built-in Water Management System • Harvesting is Simple
 - Plants Stay Cooler in the Summer, Warmer in the Winter
- CELLUGRO Provides Permanent Benefits and Generates Results...**

CALL TODAY for your free color brochure 1-800-448-3636
ACF Environmental† 1801 A Willis Road • Richmond, VA 23237
WWW.ACF-ENVIRON.COM

For free information circle 121 on the Postage Paid Card

Sheridan Delivers Variety



We will arrange and pay all brokerage, duty and inspections at **no cost** to you. Call to place your order today.



- 1, 2, 3 and 5 gallon container stock
- 5, 7, 10 gallon trees
- 1 gallon perennials

Please visit our booths at the ERNA, Mid Am, The New England Grows, and CENTS Trade Shows!

Sheridan Nurseries Ltd.

R.R.#4 12302 10th Line

Georgetown, ON L7G 4S7

Phone: (416) 798-7970

Fax: (905) 873-2478



The Retractor Factor. Retractable-roof greenhouses are said to improve growing conditions, reduce labor and produce hardier plants. Sept. 1, page 24

Soft Water Stories. A controversial magnetic device may be an environmentally sound alternative to salt-based water softeners for irrigation systems. Aug. 1, page 28

Winter Trade Shows. The winter season has gained in popularity for trade shows and conferences. Nov. 1, page 77

Waliczek, Tina M. Benefits of Community Gardening on Quality-of-Life Issues. Co-authors Dr. Richard H. Mattson and Dr. Jayne M. Zajicek. May 15, page 70

Wandell, Willet N. Outward Bound. The loss of terminal buds on certain trees can be attributed to an innate mechanism that results in a broader crown, lateral growth and an

enhanced ability to survive. April 1, page 56

Ware, Dr. George Developing Better Elms. Research at The Morton Arboretum indicates that disease- and pest-resistant Asian species may be good street-tree substitutes for American elm. Co-author Dr. Frederic Miller. Aug. 15, page 44

Warren, Dr. Stuart L. Nitrogen Nutrition of Containerized Cupressus arizonica var. glabra 'Carolina Sapphire'. Co-authors Hunter L. Stubbs, Dr. Frank A. Blazich and Dr. Thomas G. Ranney. Oct. 15, page 60

Waterman, Martin P. Let the Internet Come to You. "Push programs" retrieve specific information from the Internet almost instantly. CyberGuide. March 1, page 8

New Software Keeps Companies On Track. CyberGuide. Feb. 1, page 8

Protect Valuable Information with

For free information circle 122 on the Postage Paid Card

Meet the NURSERY JAWS FAMILY

► With all the options available, the NURSERY JAWS Family of products can handle all types of nursery stock with ease.

• The original NURSERY JAWS is a versatile, all around performer that turns a two man job into a one man operation.

• The expandable NURSERY JAWS II gives the operator greater control for handling varying sizes of nursery stock.

• With the Pallet Fork Option for the NURSERY JAWS II moving pallets, boxes, rocks, containers and B&B trees can be accomplished without changing attachments.

• The compact NURSERY JAWS JR. is perfect for smaller loaders or when space is of a premium.

► The NURSERY JAWS has been tested and proven over the last 15 years.

► See for yourself how the NURSERY JAWS Family can save you and your operation valuable time and money.

Call Now for video and references in your area.

800-669-4408



NURSERY JAWS
DPM, Inc. Box 36, Davenport, NE 68335
800-669-4408
FAX 402-364-2194
E-Mail: nurseriesaws@navix.net

Visit us at MANTS, WESTERN & MidAm

For free information circle 123 on the Postage Paid Card

POTTED NURSERY LINERS



Treated Containers

ORDER NOW FOR PLANTING IN SPRING OF 98!

Specializing in:

OVER 155+ VARIETIES OF UNUSUAL & HARD TO TRANSPLANT SPECIES ALL ON OWN ROOTS!

Including locally collected native species like:

Yellowwood, Oak, Nyssa, Redbud Beech and others such as Japanese Tree Lilac, River Birch & Lacebark Elm.

Perennial growers of 450+ varieties of one, two, and three gallon containers.



earthscapes nursery

10403 st. rt. 48, Loveland, oh

(513) 683-0144

fax (513) 683-0844

toll free 1-888-683-0144

e-mail address — treeliners@aol.com

For free information circle 124 on the Postage Paid Card

Targeted Tools. Here are a few issues to consider when building up your company's computer system. *CyberGuide*. May 1, page 8

Should You Market Your Company on the World Wide Web? *CyberGuide*. Jan. 1, page 10

Whitwell, Dr. Ted Minimizing the Pesticide Exodus. Research shows that several factors affect a pesticide's presence in runoff from container nurseries. Co-author Jeanne Briggs. June 1, page 58

Wood, Tim *Clethra barbinervis*. Field Notes. May 1, page 98

Zajicek, Dr. Jayne M. Benefits of Community Gardening on Quality-of-Life Issues. Co-authors Tina M. Waliczek and Dr. Richard H. Mattson. May 15, page 70

Zhang, Weizheng Natural Suppression. The Ohio Agricultural Research and Development Center

has uncovered ways to keep compost low in pathogens and high in beneficial organisms. Co-authors Harry A.J. Hoitink, David Y. Han, Alexandra G. Stone, Matthew S. Krause and Warren A. Dick. Oct. 1, page 90

For copies of any article or a back issue, call the subscription department at (800) 621-5727; in Illinois, dial (312) 782-5505. The cost is \$5 per issue mailed in the US, \$6 per issue to Canada and \$7 per issue for all others. Articles in *AMERICAN NURSERYMAN* are also available on microfiche through University Microfilms International and can be found in many university libraries. UMI may be contacted at (800) 521-3044. 🐾

**Rated #1
in North America**

Dutchman's TREE SPADE

UNITED STATES PATENT 5,459,952



- Improved digging capabilities
- Electro-hydraulic controls optional
- Interior or Exterior frames available
- Manufactured for high-volume usage
- Custom mounting to any machine
- Models from 24' to 60'
- Now distributed in North America and Globally



Dutchmaster Nurseries Ltd.

3735 Sideline 16, Brougham, Ont. L0H 1A0

Phone (905) 683-8211 Fax (905) 683-3734

Contact MARLIN TILLAART

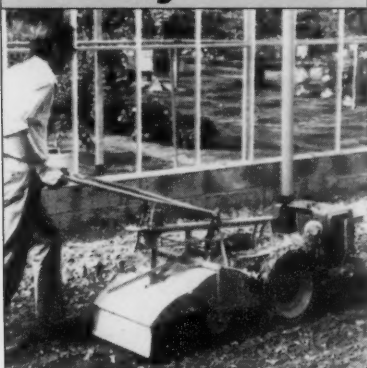
TOLL FREE

1-800-293-0070



For free information circle 126 on the Postage Paid Card

Parts • Service • Replacements Tough • Reliable Rotary Tillers



**Dowdeswell 650 (pictured)
Howard • Maschio
BCS • Mainline**

Engines • Gen. Sets up to 350 KW

G&S Tiller Sales

2031 Fourth Ave., Joliet, IL 60433

We would like to match
or beat any price

800-573-7921

815-726-7921

See us at Mid-Am Booth #1302

Order Now For Spring 1998



Strathmeyer Forests, Inc.

... Proud growers of
premium quality B&B stock
**Serving The Industry
For 4 Generations.**



Strathmeyer Forests, Inc.

P.O. Box 70/ Dover PA 17315

(717) 292-5683 (800) 345-3406

FAX: (717) 292-4129



**Hurry . . .
Place Your Order Now!**
Our friendly, knowledgeable team
of CSR's are ready to assist you
with your Bare-Root orders -
**Call Us Today At
1-800-345-3406**

For free information circle 127 on the Postage Paid Card